NATIONAL PETROLEUM NEWS

Vol. 42 December 20, 1950 No. 51

Tapline Brings Middle East Crude Closer to Markets

These four tankers were loaded with 723,334 bbls. of crude oil in less than 24 hours from the Mediterranean end of the Trans-Arabian pipe line at Sidon. In the foreground, submarine loading lines are feeding the oil into the tankers off shore. The new pipe line system extends 1,068 miles from Saudi Arabia oil fields on the Persian Gulf to the Mediterranean. It eliminates a 7,500-mile round-trip voyage, both ways around the Arabian Coast, for the tankers carrying the crude to the western part of the world. An editorial in this issue cites the importance of Middle East oil not only to major oil companies but to oil jobbers, and an article tells of the extreme difficulties encountered in constructing Tapline, p. 17.

ERIE'S factory, office and sales personnel unite in wishing you a Merry Christmas and a Happy New Year . . . A Prayer for Better Understanding among all Peoples, to the end that One Day the Whole World will enjoy the blessings that Individual Effort makes possible in our Country.
ERIE METER SYSTEMS, INC.
ERIE, PA., U.S.A.
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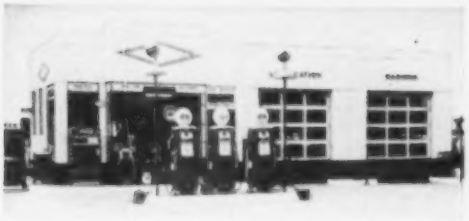

"Who's Who" in the service station business. Mr. Geen started his service station career as a mechanic. He has owned and operated his present station since 1947. He says he owes his success to the fact that he never takes a sale for granted and believes in telling customers all the reasons why a product is a good buy.

"I sell D-X 'ETHYL' gasoline 4 to 1"

says ***Joe Billy Geen***
Owensboro, Kentucky

"Pushing my best gasoline is good insurance for future sales. The extra power and alert performance that D-X 'Ethyl' gasoline gives my customers keep them coming back for more. That's why I tell new customers, and remind old ones, about the faster starting, cooler running, extra power and protection against knock that they get with D-X 'Ethyl' gasoline.

"Because I talk up my best gasoline, 80% of my sales are D-X 'Ethyl' gasoline."

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- MORE POWER
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- MORE DRIVING PLEASURE

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In 1926 chlorine was shipped either in small container cars or 15-ton tank cars.

in 1926

chlorine tank car capacity was 15 tons . . .

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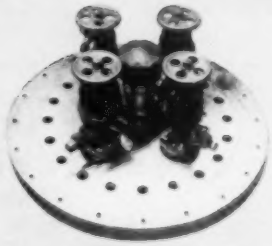
55 TONS

Now you can ship chlorine more economically in the right size tank car for your needs. GATX helps widen your market for your other commodities, too, by providing safe, low cost transportation of bulk liquid chemicals in more than 200 types of specialized tank cars.

Bulk shipping keeps pace with chemical progress

GATX GENERAL AMERICAN TRADE MARK

In 1950 you can ship chlorine in GATX cars of 15, 30 or 55 ton capacity. This variety of sizes permits you to make more economical, more convenient shipments.



The increased capacity safety valves on new model GATX chlorine cars provide for bigger loads than were previously possible. These GATX cars are built with heavy fusion-welded tanks.

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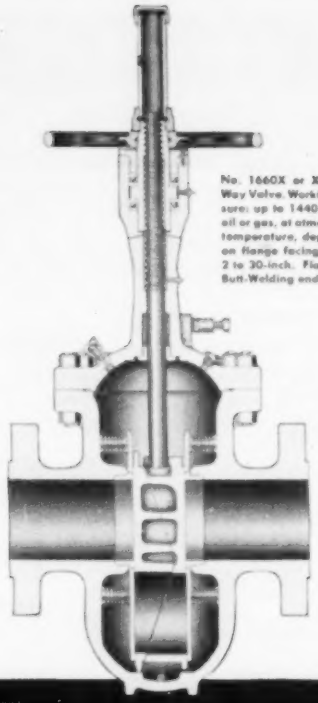

No. 1660X or XH, Full-Way Valve. Working Pressure: up to 1440 pounds oil or gas, at atmospheric temperature, depending on flange facing. Sizes: 2 to 30-inch. Flanged or Butt-Welding ends.

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HOW THEY OPERATE

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Movable spring-loaded plates, shown here, retain grease in body and bonnet while valve is being operated . . . also close "conduit" openings in disc against entrance of grease when valve is partly or fully closed.

Only one half of disc is attached to valve stem. At both ends of its travel, the unattached half of the disc comes in contact with stops. Additional wheel rotation then moves the stem-attached half of the disc farther, forcing both discs outward against seat rings and wedging them there.

GET THIS NEW CIRCULAR

Gives complete information about these new and better pipe line valves—including essential specification data and service recommendations. Ask your Crane Representative for your copy, or write direct for Circular AD-1864. No obligation!

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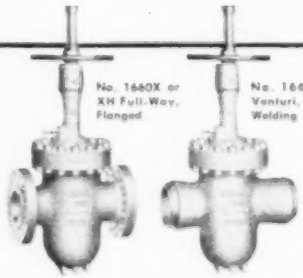

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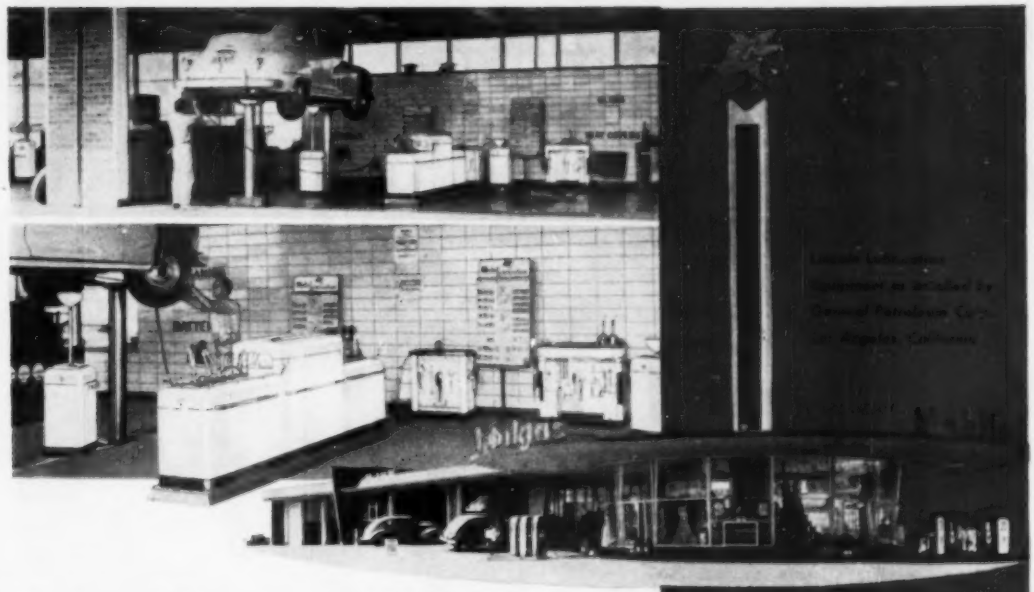

The Ease of Operation and Top Performance of

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is a Real Asset in Building Profitable Service-Sales Volume . . .

Lincoln Lubricating Equipment saves time and steps, and increases the number of lubrication jobs you can handle per day. Getting more cars on the lifts means more sales of related services, tires, batteries and accessories.

The "last word" styling of Lincoln Equipment is instrumental in bringing in new business and keeping regular customers coming back. It impresses everyone who drives in with your ability to render fast, clean, dependable service.

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Lubricating Equipment

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- INSURES GUARANTEED DEPENDABLE PERFORMANCE

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The modern fitting with the Ball-in-the-Top . . . the choice of original equipment manufacturers in the automotive and farm implement industries. Seals dirt out . . . grease in.

*Registered Tradename

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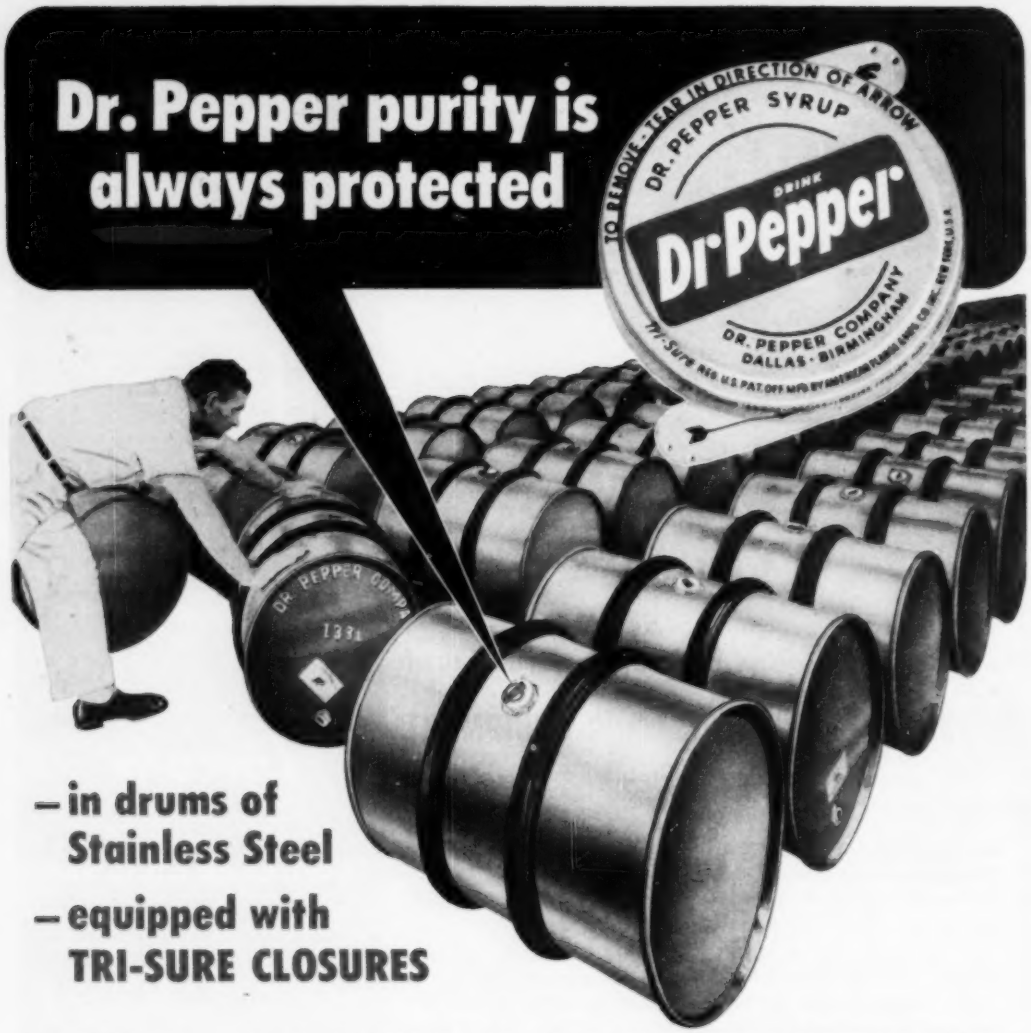

—in drums of Stainless Steel

—equipped with TRI-SURE CLOSURES

Dr. Pepper syrup is shipped to 440 bottlers in all sections of the United States. And to *protect* the purity of every gallon, the Dr. Pepper Company uses only *stainless steel* drums—equipped with *Tri-Sure Stainless Steel Closures**.

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Like other shippers to whom *product purity* is paramount, the Dr. Pepper Company standardizes on Tri-Sure Closures because the *flange* is integral with the drumstock . . . the *plug* screws securely into the flange . . . and the leak-proof *seal*, made of 195-lb. plate, prevents undetected tampering.

Give this protection to *your* product—eliminate risks in *your* shipments—by specifying "Tri-Sure Closures" when you order drums.

Tri-Sure
CLOSURES

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AHEAD OF THE NEWS

ECONOMICS REPORT COMING — Convincing evidence of why Independent jobbers feel they need increased margins will be contained in a comprehensive report being prepared by the Committee on Economics of the National Oil Jobbers Council. The new report, which will be ready for issuance at the National Council's March meeting in Houston, will follow generally the form of a previous economics report published two years ago, although it is anticipated that considerable new material will be added. It is worth noting that the margin problem two years ago was adjusted satisfactorily within a few weeks after the 1948 report was issued. Another NOJC committee, that one assigned the task of determining how to carry news of national council activities to the "grass roots" jobbers, will report that it is not mechanically feasible at this time to issue a national jobber publication. It will recommend instead that secretaries of all state jobber associations give full coverage to NOJC activities in their magazines and bulletins.

• • •

PAD MAY ACT—PAD reportedly "is likely" to request that General Motors rescind its heavy duty motor oil recommendation for passenger cars (see NPN Dec. 13, 1950, p.29). Such action is predicted in view of the tightening supply of detergent-inhibitors needed for production of HD oils and the fact that a serious additive shortage could result from this recommendation.

• • •

MORE JOBBERS ON NPC—Jobbers are making a determined effort to increase their membership on the National Petroleum Council and express their confidence that Interior Secretary Chapman, who has the final say-so, will go along with them. Some jobber leaders report what they term "rumblings" from Independent marketers that small business is not receiving adequate attention "either on or within advisory committees."

• • •

CALL OF THE SEA—Arabian American Oil Co., is considering doing some offshore drilling in the Persian Gulf. One favorable circumstance is the fact that gulf waters are quite shallow at several points along the Saudi Arabian coast. For example, the causeway and pier for the Dammam oil field extends seven miles out into the gulf. At Ras el Misha'ab, the port created for receipt of pipe and other materials for the now-completed Trans-Arabian Pipe Line, ocean freighters have to anchor 3½ miles offshore.

REACHING A HEAD—The Petroleum Administration at Washington will soon commence negotiations with the Justice Department designed to resolve question of whether industry men are to be allowed to head up industry groups such as the National Petroleum Council. DJ insists on government officials serving as chairmen. PAD, however, challenges the validity of this position, especially since NPC and its various committees perform a strictly advisory function, rather than an operating role. It may argue, too, that when it comes to setting up actual "operating" committees in the various districts, there should be no objection to these also being headed by industry people because government officials invariably are in attendance at all meetings.

• • •

JOBBER GROUPS EXPAND—In the Southeast, at least, jobber groups are leaning more and more towards the idea of liberalizing by-laws to include commission agents and other marketers. Not only is this giving the associations additional, and much needed, revenue, but it also provides much greater support for legislative programs. North Carolina jobbers started the ball rolling last year by creating a consignment distributor's section in their association. Virginia jobbers took similar action at their fall meeting this year, and Florida jobbers plan a final vote on the same matter at their meeting in January.

• • •

COAL READIES BLAST — Coal industry moguls, both producers and labor leaders, are preparing to level their heaviest artillery on the oil industry's estimates of crude oil reserves. The platform they plan to use is the forthcoming hearings and round-table discussions which the Senate Interior Committee will hold in connection with its National Fuels Policy investigation. Objective of the coal men is to try to convince the committee that the oil reserve figures are exaggerated, and, therefore, greater emphasis should be placed on coal than on oil.

• • •

WANTED: AN INDEPENDENT—If the right man can be found, the Petroleum Administration for Defense means to install an independent producer as the head of its Production Division. Both Administrator Chapman and Deputy Brown are specifying this aim in the search for a likely appointee that is now being carried on.

In Our Industry As In Yours . . .
SERVICE Builds SATISFACTION

The emphasis the Petroleum Industry places on customer-satisfaction (created by smiling Service Station Attendants anxious to help and perform added services) is matched only by that "little *extra* effort" Crown Can devotes to building real satisfaction among *its* customers.

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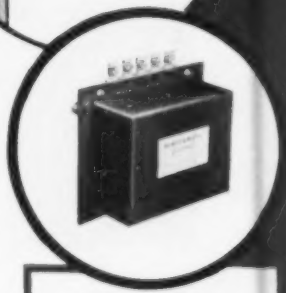

Big new savings for operators of fuel and range oil delivery trucks! Now drivers can actually start and stop their truck motor and fuel pump by just opening and closing the hose gun nozzle — even when a full hose-length away from the truck. New REMOTAMATIC Control for trucks eliminates costly motor and pump by-pass operation during delivery preparations and while the driver walks to and fro between truck and customer's fill pipe. Think of what this means. Users already report gasoline savings far in excess of our claims!

REMOTAMATIC Control saves at least 5 minutes of motor running and pump by-passing time per delivery. A total of 2 hours during a 24-stop day. Or . . . 12 hours of motor running saved during each six-day week.

In other words, after 4 weeks, you save the equivalent of a full week's motor running time. Actually, trucks operate on "free" gasoline every 5th week.

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1. Based on a 24-stop daily schedule, REMOTAMATIC Control can save from $60 to $190 in gasoline per truck per season.
2. Lengthens pump life by eliminating by-pass wear and tear.
3. Prevents motor "racing" during delivery.
4. Increases motor life by eliminating over 260 hours of needless motor wear per delivery season.
5. Saves motor oil.
6. Decreases truck maintenance costs by minimizing harmful sludge-producing engine speeds.

REMOTAMATIC Control

Unit enclosed in gasketed metal box, easily installed in the cab or under the engine hood of new or old trucks. Allows driver to start and stop truck motor and fuel pump *at the fill pipe* by opening and closing gun nozzle.

Used in conjunction with solenoid starter switch.

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More often than you may realize, motorists decide whether to buy or "go by" in the critical few hundred feet before reaching your station. And the *appearance* of your pumps and buildings is a big factor in helping them make up their minds!

For just this reason, more and more profit-wise operators are turning to Du Pont DULUX Enamel. Experience has taught them that DULUX on pumps and buildings does an excellent job of *pre-selling* the prospect by providing a smart, well-groomed appearance. What's more, DULUX *keeps* its handsome color and gloss for many months despite hard knocks and weathering . . . adds up to lower maintenance costs in the long run.

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WASHINGTON

Oil War Agency Again Faces Threat Of Losing Its 'Independent' Status

By Herbert A. Yocom, Washington Editor

One of the first things Mr. Charles E. Wilson is having to do, on taking over as Defense Mobilizer, is to decide on the sort of organization he will need to get the job done.

That is a must, and being a highly qualified businessman as well as having served as vice chairman of the War Production Board in the last war, he may be depended upon to have already formed some pretty solid ideas as to the way things should be set up.

Equally certain is the fact that, under the presidential order creating the Office of Defense Mobilization, Mr. Wilson has been endowed with such supreme powers that the decisions he makes he also can enforce.

Those powers include the exercise of complete "direction and control" over the operations of all existing government agencies, plus the right to realign or abolish such agencies as he sees fit. They are there in the executive order for all to read. And they were put there, it is reliably reported, at Mr. Wilson's own insistence, as a condition precedent to accepting appointment, that he must have absolute authority to arrange things as he chose, the contrary views of cabinet members or any others nothwithstanding.

The very fact, therefore, that the chieftain of our mobilization effort possesses such powers and is both prepared and preparing to use them, ushers in a new period of uncertainty as to oil's exact status.

At the moment, the Petroleum Administration for Defense stays where it has been—under Secretary Chapman in the Interior Department.

But that it will remain there is by no means certain. The chances are that it will, yet the knowledge that, in due course, Mr. Wilson will be examining the oil side of his job raises all sorts of disturbing possibilities.

Not the least of these is that those in the Interior Department who fought so long, though futilely, to have Secretary Chapman consolidate all of his defense duties in a single minerals and energy administration, may see in this new situation the opportunity of again pressing their viewpoint. Their main argument has been that such a single administration would simplify the problem of liaison with other agencies; that one central organization made more sense than four or five separate ones which inevitably (so they said) would be running off in as many different directions.

What is to prevent these same advocates now seeking to persuade Mr. Chapman that, in the negotiations he soon will be having with Boss Wilson, he would strengthen his case for retention in Interior of operational control over oil, gas, power and coal if he could only show him that he would have to be dealing with one agency rather than four?

Or, for that matter, what is to prevent Mr. Wilson himself deciding that is the way it should be? Stranger things have happened.

There is also, of course, always the possibility of PAD winding up directly under the wing of ODM (Office of Defense Mobilization). PAW and its predecessor, the OPC (Office of Petroleum Coordinator) had to fight mightily against being made an integral part of the last war's WPB, sentiment being widespread at the time that decentralization of over-all war program authority would compound existing confusions and uncertainties. Roosevelt settled that one in favor of Ickes and PAW, but Truman is not Roosevelt and Chapman has yet to prove himself Ickes' equal in a scrap.

Moreover, the decision this time is for Wilson alone to make, not the President. It is to be hoped that he will come up with the right answer—soon, because it's getting awfully late, and the longer the uncertainty is allowed to continue, the less able the oil industry will be to pull its weight in the boat.

* * *

The 10-million ton expansion program on which the steel industry has embarked will still further accentuate the pinch on supplies of steel for all industrial users, including oil.

To achieve that increase, steel itself is going to have to expend the equivalent of 4 million ingot tons of its own product, which means diverting it from normal trade channels. Four million tons is equivalent to the finished steel in 2 million light automobiles. It also amounts to over one-third of the total estimated steel requirements of the petroleum industry in 1951.

LOOK

National Petroleum News has reprinted its recent series of four articles on

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into book form. You can now get as many copies as you need by filling in the coupon below and mailing it today.

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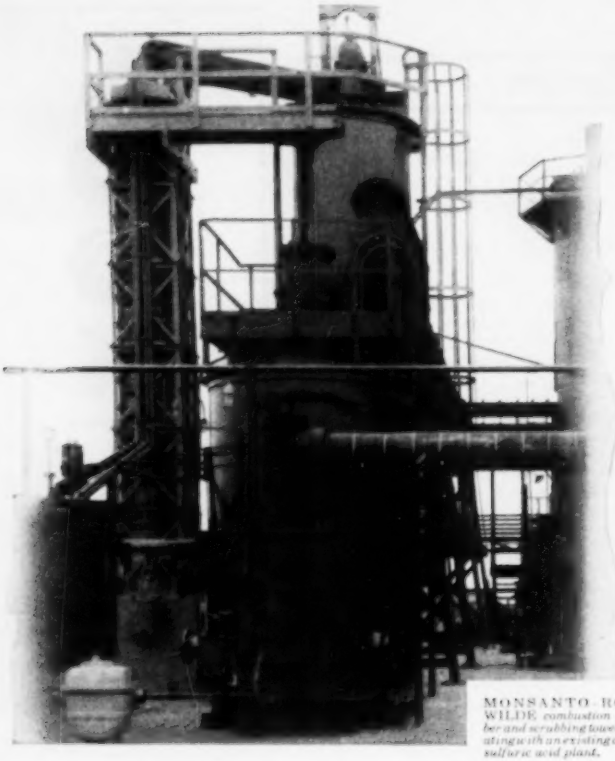


MONSANTO-ROSS-WILDE *combustion chamber and scrubbing tower operating with an existing contact sulfuric acid plant.*

How you can make money out of refinery sludge

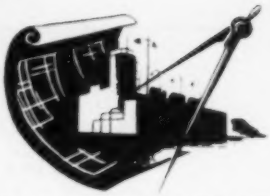
You can make clean, high-grade sulfuric acid from most refinery sludge acids when you install a Monsanto-Ross-Wilde Sludge Recovery Unit. If H_2S is available, it can be used in the same equipment. In addition to the acid, which can be sold or used in your processes, the unit produces by-product steam for heat or power. In some cases, it recovers oil that can be refined into salable merchandise.

Thus you change refinery wastes into products that are worth money. You save the expense of disposing of sludge acid and H_2S. You improve your community relations by avoiding air and stream pollution.

The Monsanto-Ross-Wilde Sludge Recovery Unit will operate with your contact sulfuric acid plant, or, it can be erected with a Monsanto-designed sulfuric acid plant as a single project.

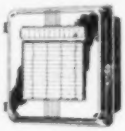
At your request, a Monsanto representative will be glad to visit your refinery, estimate the cost of a Monsanto-Ross-Wilde installation and show you how much you can save on disposal costs . . . how much you can realize from changing waste materials into useful products. Write, wire or phone for prompt response.

MONSANTO CHEMICAL COMPANY
Organic Chemicals Division, 1744-M South Second St. St. Louis 4, Missouri



VARIOUS TYPES OF SLUDGE, *containing low or high concentrations of acid, can be processed in Monsanto-designed plants.*

EVEN HIGH-VISCOUS SLUDGE *can be processed in the Monsanto-Ross-Wilde Unit by mixing it with more-fluid sludge.*



AUTOMATIC CONTROLS, *incorporated directly into the package unit, reduce manual attention to a minimum in the Monsanto-Ross-Wilde installation.*

WRITE FOR BOOKLET *describing the Monsanto-Ross-Wilde process of sludge acid recovery.*

MONSANTO
CHEMICALS AND PLASTICS

Serving Industry . . . Which Serves Mankind

Distillate Stocks Continue Drop; West Coast Demand Tops Supply

Rate of withdrawals from storage of heating oil stocks was stepped up during the week ended Dec. 9 as the result of temperature drops in several sections of the country.

Gas oil and distillate fuel inventories dropped nearly 4 million bbls. during the week, while kerosine stocks declined nearly 1.5 million bbls. Heavy fuel oil stocks also were down—nearly 2 million bbls., according to API's report of refinery operations (see summary table at bottom of this page).

Refinery runs of crude were off 165,000 b/d from the week ended Dec. 2, and refinery production of all major products except residual fuel oil declined as a result.

Crude production, including condensate, declined to an average of 5,755,170 b/d during the week ended Dec. 9, according to API, or 70,050 b/d below the previous week.

Output of crude oil in Texas in January will be kept at the December rate, the Texas Railroad Commission decided Dec. 14, following a statewide proration hearing.

Allowables in Texas on Dec. 9 averaged 2,536,946 b/d. About 10,000 b/d weekly is added as result of new wells, so the Jan. 1 permissible rate will be about 30,000 b/d over the Dec. 9 figure. Actual production from Texas wells as of Dec. 14 averaged 2,415,200 b/d of crude oil and about 320,000 b/d of natural gasoline and distillates.

District 5 supply exceeded demand in October, 1950, for the first month since September, 1949, according to a Bureau of Mines report on the California petroleum situation.

Total demand was down 50,000 b/d in October from September, largely as a result of decreased shipments to the East Coast—residual fuel oil shipments to the East Coast being nil for the first time since this movement started. In contrast to the total demand decrease, total supply was up 32,000 b/d from September to October, the report stated.

It noted that stock fluctuations of various products were "large and divergent" in October, the net result being an increase of 28,000 b/d in total stocks. Large increases occurred in residual fuel oil and gasoline stocks, while large decreases were noted in crude petroleum and cracking stocks.

Crude runs to stills in District 5 showed little change from September to October, decreasing 4,000 b/d to 924,000 b/d, but distillate fuel oil and residual fuel oil production and the net usage of cracking stock all increased substantially, the report said.

An NPN summary of data in the report, with comparative figures, follows:

District 5

	Total Supply	Total Demand
	(bbls. daily)	
Oct. 1950	1,953,000	1,924,968
Sept. 1950	1,921,095	1,974,597
Oct. 1949	909,325	1,993,266

District 5 Stocks

(thousands of bbls.)

	Oct. 31 1950	Sept. 30 1950	Oct. 31 1949
Crude petroleum	30,358	30,699	37,287
Gasoline & Naphthas	16,809	16,452	19,453
Stove & Diesel oil	13,687	13,822	16,204
Residual fuel oil	16,180	14,258	38,509
Other products	18,437	19,382	18,734
Total stocks	95,462	94,593	130,287

Pennsylvania grade crude oil runs to stills were up 7,170 b/d in the week ended Dec. 9 from the previous week, according to National Petroleum Assn. statistics:

Week Ended Dec. 9, 1950	Week Ended Dec. 2, 1950	Week Ended Dec. 10, 1949
51,521	44,351	54,429

Exports of crude oil and products from U. S. ports increased an average of 27,800 b/d during October, rising to a rate of 308,300 b/d from the September average of 280,500 b/d, according to an NPN compilation of Census Bureau statistics (for imports data, see NPN Dec. 13, p. 14).

As compared with August rate of 250,200 b/d, October exports were up more than 58,000 b/d.

Crude was chiefly responsible for the October increase in oil exports, a boost of 45,000 b/d to an average of 130,100 b/d more than overriding decreased exports of lubricating oils.

Benzene industry representatives met Dec. 14 with officials of the Petroleum Administration for Defense and National Production Authority and came up with the conclusion that heavy investments in new and converted plants for production of synthetic benzene from oil apparently will be required for the next five or 10 years.

Industry members — including spokesmen for Atlantic Refining, Oronite Chemical, Shell Chemical, Esso Standard and Pan American Refining—said benzene demand has increased 40% within the last four years and estimated that 1955 demand may almost double present production.

Estimated domestic production and imports in 1951 of 207 million gals. will fall short of anticipated demand of 220 million gals., the greater part of which will be converted to styrene for the manufacture of synthetic rubber.

Diesel fleet of Texas & Pacific Railway Co. will be increased to 131 units with delivery of 18 Diesel locomotives—comprising 34 units—purchase of which was approved last week by company directors. The order includes 11 road freight locomotives, five yard switchers and two road switchers.

Summary of API Report of Refinery Operations

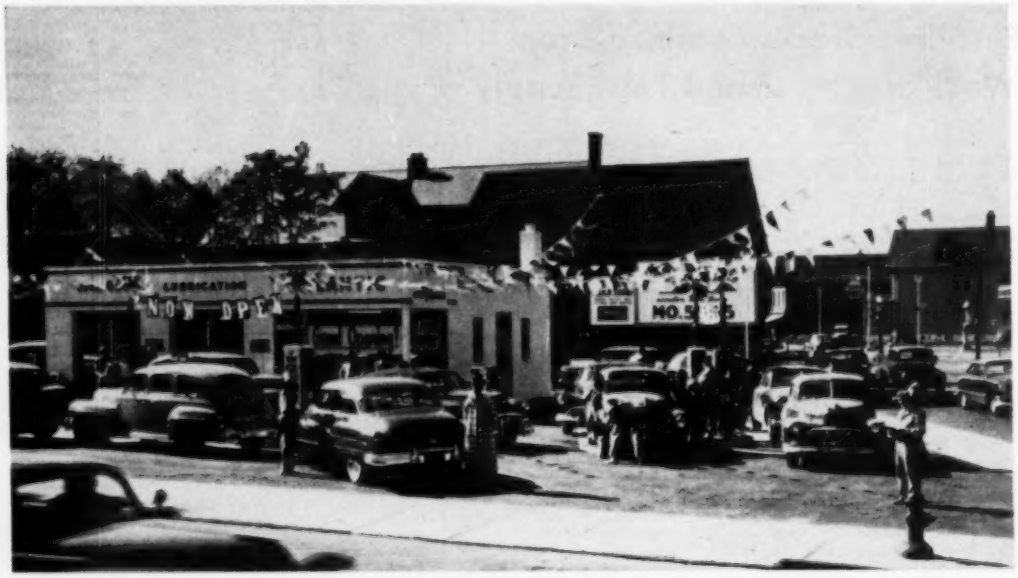
(U.S. totals—B. of M. basis)

Production	Week Ended Dec. 9	Week Ended Dec. 2	Increase or Decrease
	(thousands of bbls.)		
Crude runs—daily avg.	5,869	6,034	— 165
Foreign crude included	446	477(r)	— 31
Per cent operated	87.3	89.8	— 2.5
Gasoline	19,188	19,917	— 729
Keroisne	2,171	2,581(r)	— 410
Gas oil & dist. fuel	8,297	8,613	— 316
Residual fuel oil	8,611	8,521	+ 90
Stocks			
Finished & unfinished gasoline	109,647	109,509	+ 138
Kerosine	25,047	26,491(r)	—1,444
Gas oil & dist. fuel	80,964	84,891	—3,927
Residual fuel oil	43,307	45,221	—1,914

(r) Revised due to error by reporting company.

Summary of B. of M. Report on Crude Oil Stocks

	Week Ended Dec. 2	Week Ended Dec. 9	Change from Dec. 2
	(thousands of bbls.)		
Total crude stocks in U.S.	247,747	246,342	—1,405
Total located in BM East Coast District	15,047	15,540	+ 493



GRAND OPENING DAY at one of eight Atlantic stations opened simultaneously Oct. 21 in Buffalo. Majorette and clown can be seen in foreground near sidewalk. This is one of two new stations having two islands. Other six stations have one island with three pumps. The station buildings of other seven outlets however, are same as one shown here. This station did over 10,000 gals. during its opening day

Behind the Opening

A Look at Planning, Promotion Methods That Started Eight Service Stations in Business on the Same Day

By JOHN BARTON
NPN Staff Writer

The simultaneous opening of eight service stations by Atlantic Refining Co. in Buffalo Oct. 21 presents a case study which tells:

1. How the "mass" opening was planned.
2. How dealers were chosen and trained.
3. How the opening was promoted.

The eight stations are all dealer operated. They are all of new construction and of conventional design (see picture above). Construction of these conventional outlets does not necessarily mean Atlantic has turned its back on multi-pumps. At several of the new stations there is room for expansion of driveways or facilities.

The new outlets serviced 7,500 cars on the single opening day—and moved 75,000 gals. of gasoline. The weather was warm, and the sky cloudless.

Underlying Atlantic's planning for the opening was emphasis on personal, dealer service at "neighborhood" outlets. Howard J. Van Nortwick, Atlantic's Buffalo district manager, who supervised the openings, stated his company's viewpoint at a kickoff luncheon given by Atlantic to civic and industrial leaders:

"As its name implies, the service station with best of modern facilities aims to give real service to its customers—a service in which pumping 'gas' is merely a beginning. Today we go on from there. We are establishing businesses for independent operators . . ."

Market Analysis

Atlantic made a market analysis of what it calls the "influenced areas" around each of its new stations. Through door-to-door questioning of residents, Atlantic studied their buying habits. It found out where they pass on the way to work, or to shop, and where they are likely to buy gasoline.

On maps of the city, the company located each station's potential-cus-

tomer neighborhood—the influenced area. This formed the basis for an extensive house-to-house solicitation of customers shortly before opening date. The maps were later mounted in station offices.

The survey has provided dealers with a constant reminder of where their best (and poorest) prospects live. At one location, for example, it was discovered that a neighborhood as close as one block away has little value as a source of customers. This is because of a nearby shopping center that drains off trade in another direction.

Dealer Program

To attract dealers, Atlantic ran a large newspaper ad announcing that new stations were available. The ad drew many applicants. These men were carefully screened by the company's marketing officials. Of the eight finally chosen, three had operated their own stations before. One had been a No. 1 attendant. The other four had no previous service station experience.

Atlantic then held an 11-day "dealer training and indoctrination" program for the new men. Classes lasted from 8:30 a.m. to 5 p.m., and were held on consecutive weekdays (no classes on Saturday or Sunday). Some instructors were sales executives of the company. Others including those who conducted training sessions at the stations themselves, were company retail instructors.

Five or 10-minute breaks separated most of the instruction periods. One hour was allowed for lunch each day.

Schedule for the program follows:

First Day

8:30—Welcome.
1. Introduce—put at ease.
2. Coveralls and arrangements.
3. Why we are here.
4. Introduce district manager and subject.
9:00—Company history and organization.
10:10—Company organization (cont'd).
11:05—Company forms, procedures, and credit.
1:30—Company operations.
3:10—Rental coveralls.
3:30—Driveway and janitorial supplies.
4:00—Equipment and maintenance.

Second Day

8:30—Questions on previous day.
9:00—Atlantic quality products; film—Atlantic motor oil.
10:00—Review—demonstrations.
11:00—Fuel oils.
11:10—TBA products and policies.
1:30—Balanced sales.
2:40—Dealer accounting system.
3:40—Review.
4:30—Stock and inventory control.

Third Day

8:30—Questions.
9:00—Mr. Bean's trip (F. A. Bean's impressions of stations. See NPN May 31, 1950, p.22).
9:25—Servicing the motoring public.
10:40—Use and value of sales promotion.
1:30—Influenced areas surrounding a station site.
2:00—Solicitation.
2:20—Commercial solicitation.
2:40—Competition.
3:50—Public relations; film—"Last Ten Feet."

Fourth Day

8:30—Introduce instructors, explain balance of program.
9:00—Fundamentals of the automobile engine and power transmission system (films—engine, transmission, differential). Discussion.
11:00—Explanation and instruction of the use of the sales, service and order form.
11:30—Dealer follow-up system.
1:30—Lubrication and driveway service.

Fifth Day

8:30—Lubrication and driveway Service (Cont'd).
1:30—Review.

Sixth Day

8:30—Wheel bearing—universal joint repacking procedure.
1:30—Review.

Seventh Day

8:30—Cooling system servicing.
9:10—Air cleaners.
9:40—Oil filter cartridge replacement.
10:40—Ignition wiring.
11:30—Spark plugs.
1:30—Fundamentals of battery testing and charging.

Eighth Day

8:30—Automatic transmission servicing.
1:30—Review.

Ninth Day

8:30—Merchandising and display.

Tenth Day

9:00—Introduction.
9:30—Getting the right man.
11:00—Dealing with people.
11:45—Dealing with people (different instructor).
1:45—Dealing with people.
2:40—Common-Sense Instruction.

Eleventh Day

9:00—Common-Sense Instruction.
11:00—Giving effective orders.
1:15—Constructive correction.
2:45—The will to produce.
4:15—Concluding remarks.

Station Manpower

Atlantic prepared an 18-page, mimeographed assignment plan outlining duties of personnel on the drive and in the bays during the opening. Made up with a composition cover, the plan called for teams of attendants at the pump islands and in the bays. These were directed by team captains, who also controlled car traffic.

The dealers were left free for the most part to act as "hosts" for the opening. Majorettes, who distributed giveaways, were high school girls dressed in drum majorettes' uniform.

Assignments as described in the Atlantic plan were as follows:

Dealer—

Stay at island.

Greet and introduce yourself to as many people as possible.

Assist attendants in emergencies.

Equipment to carry: clip board, sales and service order forms, windshield sprayer.

Team Captain—

Direct assignment and relief of personnel.

Direct flow of work and supplies.

Supervise traffic.

Report hourly to Atlantic district office on:

Meter readings.

Supplies (check all tanks, giveaways, TBA).

Equipment.

Maintain log sheet for both lubrication and wash jobs. (Each sheet has three columns, showing time service is ordered, car license number, and time service should be completed.)

Equipment to carry: clip board.

No. 1 Man—

Operate at island only.

Greet customer.

Sell gasoline order and relay it to No. 3 man.

Sell under-the-hood service and relay order to No. 2 man.

Prepare sales and service order form for free lubrication offer.

Clean windshield on driver's side.

Collect for sale. Thank customer.

Sell only as many lubrications, oil changes and washes as necessary to keep facilities occupied.

Equipment to carry: windshield sprayer, sales and service order forms, clip board.

No. 2 Man—

Operate at island only.

Service under-the-hood items. Show customer dipstick.

Wipe headlights.

Clean windshield on side away from driver.

Report sale to No. 1 man.

Equipment to carry: windshield sprayer, flashlight.

No. 3 Man—

Operate at island only.

Serve gasoline order.

Report sale to No. 1 man.

Clean rear window.

Wipe tail light and license plate.

Write amount of sale on pad and give to No. 1 man for collection.

Equipment to carry: pads, windshield sprayer.

Bay Men—

Service cars in accordance with instructions from team captain.

Give air tower service as required.

Attend sales room.

Maintain giveaway stock.

Keep water buckets full.

Service motor oil cabinets.

Majorettes—

Distribute giveaways: six glasses to each car buying seven or more gallons of gasoline; one balloon and one lollipop for each child; dog biscuits upon request.

(Majorettes distributed a total of 50,000 glasses during the opening.) wore light green coveralls or frocks.

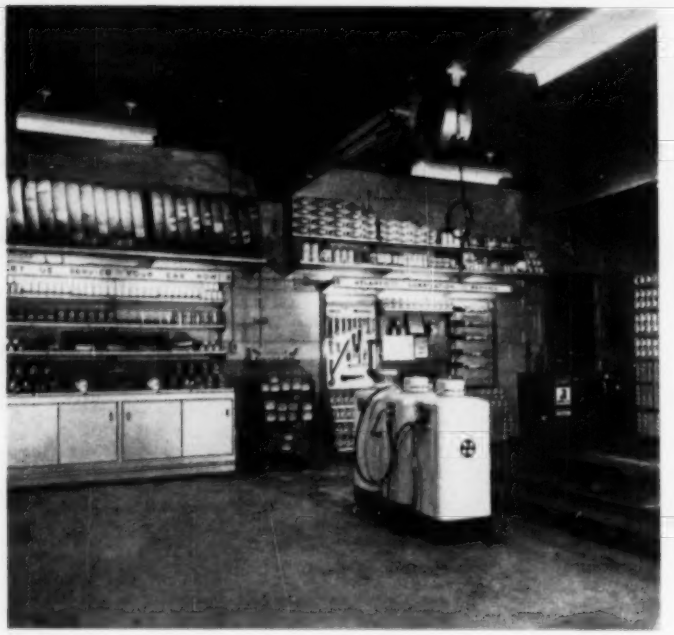
All personnel were rehearsed in their duties before the opening.

Driveway Aid—Helping out at the opening (and in uniform) was a sizeable number of Atlantic men, including district managers, sales supervisors, operations managers, salesmen and retail instructors. These men were drawn from company offices in such New York State cities as: Syracuse, Watertown, Rochester, Albany, Elmira, Binghamton and Buffalo.

All personnel on duty at the stations, including company executives, wore light green coveralls or frocks.

Advertising-Promotion

Newspapers — Atlantic ran large-space newspaper "announcement" ads in Buffalo papers the day preceding the opening. A seven-column ad in the *Buffalo Evening News* carried photos of dealers in all eight stations. This was part of the company's drive to establish the impor-



LUBE AND WASH BAYS of one of Atlantic's eight new stations in Buffalo. All eight outlets have a similar arrangement. Collapsible wall racks can be assembled in a variety of sizes and shapes. Stacked with motor oil and TBA merchandise, racks are lighted for visibility from driveway

tance of the dealer in its new "neighborhood" outlets.

Radio—Atlantic used frequent radio spot commercials to publicize the opening. These "saturated" the period from noon of the preceding day to noon of opening day.

Here is one of the commercials broadcast on opening day. It stresses again the element of personal relationship between motorist and dealer at neighborhood outlets:

"Imagine! Eight all-new Atlantic service stations open today—simultaneously! There's a shining new Atlantic station near you. Free gifts for everyone! Meet the man who keeps your car on the go! One of eight new Atlantic dealers. Meet him today."

Television—A commercial during Atlantic's telecast of the Army-Harvard football game the day of the opening showed a map of Buffalo with the location of the company's 23 stations prior to the opening marked in black. The following picture showed the map with eight new outlets added (marked in white).

Direct Mail—To help build a personal relationship with motorists, individual dealers sent invitations by mail to prospective customers in their influenced areas. Dated one week before the opening, the invitations were in the form of letters mimeographed on the dealer's own stationery.

The letter gave details of the opening, and closed with the sentence: "I sincerely hope you will stop by, if only to say 'Hello' and will at all times keep me posted on how I can improve my service to "Keep Your Car on the Go."

Letters were signed by the dealer in ink.

Another direct mail piece was a letter from Atlantic's district manager, addressed to residents of a station's influenced area. Dated 11 days before the opening, the letter recommended the dealer's service and company products.

At the Stations

Free Lubrication—Mr. Van Nortwick points out that his company considers free lubrication offers have "great value" as a station-opening follow-up method. On opening day, regular company sales and service order forms were used as free-lube coupons. Motorists were given a form, which, in addition to their name and address, had "chassis lubrication" checked by the attendant and "N.C." (no charge) marked in the amount column. The offer was good for 30 days. The station retained one copy of the slip.

Little attempt was made to push TBA during the opening. As a rule, crews had their hands full with gasoline, motor oil and windshield cleaning.

Majorettes Help—Company officials state that the majorettes serve the double purpose of drawing customers and of "helping the morale of dealers and attendants." The latter apparently "work more willingly" when the majorettes are helping out.

The majorettes were secured through local servicemen's organizations, who often ask them to march in parades or appear at special events. They were hired for the opening day only.

With Kid Gloves—Atlantic's policy during the openings was to distribute giveaways to both children and adults who were without cars, but who showed an interest in the free gifts. The company reasoned that since the new stations were neighborhood outlets, dependent on good will of residents nearby, it would be foolish to refuse gifts to anyone attracted to the stations, whether in cars or not.

Attendants were also instructed not to treat harshly children who were "underfoot" on the crowded drive.

Clowns were hired for the occasion, one to a station.

Gasoline prices at the new stations were similar to those "made by competition" in the Buffalo market for most brands. Prices were not lowered for opening day.

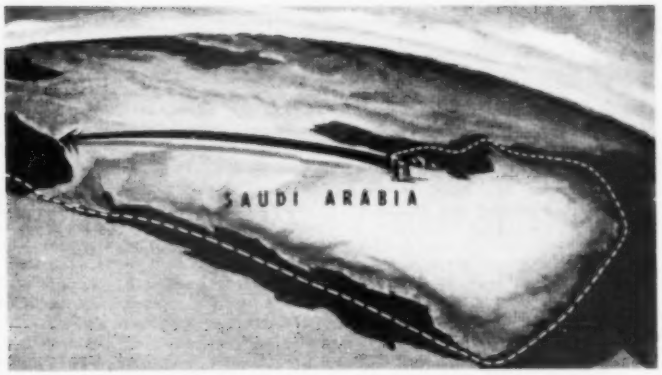
The dealer's name is displayed at each station by a porcelain name plate mounted over the office door.

What Stations Look Like

All of the new stations have two bays—one wash and one lubrication. All have modern servicing equipment and TBA display (see picture on this page). None has a canopy.

While being built, stations displayed signs announcing that "another Atlantic station is being built at this site," and giving the company's district office telephone number. Latter was for benefit of interested dealer-applicants.

Atlantic did not originally intend to open the stations together. This decision was made after construction began. It was based partly on the fact that the cost of promoting eight openings as a unit would be less than the cost of eight individual openings. Atlantic now has 31 stations in the Buffalo area—none salary operated. More are planned.



TAPLINE, indicated with the heavy arrow, saves tankers a 7,800-mile round trip between the Persian Gulf and the Mediterranean as shown by dotted line

The Story of Tapline—

How It Was Built With Private Capital

The importance of Middle East crude oil has been emphasized with the completion by private American capital of the Trans-Arabian pipe line (Tapline) and the posting of crude oil prices (see NPN Dec. 6, p. 30, and editorial in this issue). The huge 30-31 in., 1,068-mile line is designed to deliver 550,000 b/d of crude oil from Saudi-Arabia oil fields on the Persian Gulf to Sidon on the Mediterranean, where it is loaded into tankers for shipment to European and other western oil markets.

Because the story of the pipe line's construction is a fascinating one of how private oil industry capital and know-how worked with the Arabian people to overcome many difficulties, NPN is reproducing the following article from the November issue of *The Lamp*, Standard Oil Co. (N. J.) publication.

Three years ago, the great Trans-Arabian pipeline (Tapline, for short) was no more than an inked line on a map. It ran almost as straight as if it had been drawn by laying a ruler across the map with one end resting on the Saudi Arabian oil fields by the Persian Gulf and the other end on the Eastern Mediterranean.

Until three years ago, no vehicle had ever traveled that entire route. For something over 800 miles, there was not a stream or a tree or a fence along it; and the only settlement near it was a frontier police post, consisting of an ancient adobe fort with a well and a small huddle of huts.

Three years ago, however, a fully equipped surveying party moved out along the route. There was no road, no map that could be relied on. Like mariners at sea, the party followed a compass course and worked up its periodic star-sights into latitude and longitude.

Since then, Tapline's black steel pipe has been lengthening steadily across the desert, following the Great Circle courses to which the survey party reduced the inked line. Two months ago, the last lengths of pipe were clamped into alignment and welded; and the great thousand-mile line is now filled with oil from sea to sea.

Along part of its long route, the scars of its filled trench have been obliterated by the winds. But where the desert limestone was so hard as to require expensive blasting, the huge pipe runs aboveground. It is the largest pipe ever laid in a long-distance oil line. Its diameter is nearly half the height of a man; and wherever it crosses a desert trail, an earthen ramp has been built to enable the Bedouin and their camels to pass over it easily.

Its 1,068 miles of pipe begins in the huge creeping dunes of loose sand around the Abqaiq oil field. At the Qatif field, about milepost 46, it turns northwest and begins to mount the long easy grade of the slightly tilted desert on a succession of Great Circle courses to the frontier of Trans-Jordan, 865 miles away.

As the country rises, it changes to a hard gravelly plain scalloped with gullies and dotted with clumps of olive-gray camel thorn. The tawny glare of the plain gives way to whitish gray limestone country where the trucks along the Tapline road churn up clouds of white dust. In turn, the limestone darkens into black rolling chert, or flint, country which is extremely barren.

The weather also changes. The mildewing humidity of the coastal plain is left behind. With the summer temperature at 130 degrees Fahrenheit in the shade of the big sun umbrellas and the humidity below 7 per cent, a man drinks two gallons of water a day. On the higher elevations farther into the interior, the temperature moderates. Breathing becomes a little less like breathing flame.

Tapline is still rising when it crosses the frontier into Trans-Jordan and enters the lava country. This utterly barren expanse is covered with black lava boulders, and was the most difficult ground that Tapline faced. By blasting the larger boulders one by one and manhandling the smaller ones out of the way, a road and a ditch for the pipeline were eventually driven through it.

It is in the lava country that Tapline reaches its maximum altitude of 2,900 feet above sea level. Beyond Trans-Jordan, it crosses a corner of Syria and enters Lebanon, a paradise of running water and settled populations. Here, at milepost 1032, only thirty-six miles from the Mediterranean, the pipeline begins the precipitous drops and steep ascents which carry it across its first flowing streams and over its first mountains. In its last four miles, it drops 1,000 feet to Tapline's new oil-port near Sidon in the republic of Lebanon.

Arabs work with Americans—Some 2,000 Americans and 13,000 Arabs have worked together to build this first pipe line from the Persian Gulf to the Mediterranean. To procure their pipe, to ship it half-way round the world, to sustain thousands of men during the laying of the pipe in a barren desert—all this has been a formidable undertaking.

It has been made possible in the first place by the Arabs themselves. Saudi Arabia is their country. For centuries it has been virtually closed to non-Moslems, principally because it is the heart of the Moslem world. Three-fourths of its vast area consists of desert. Its hard living conditions have changed but little since the Prophet Mohammed's time.

Arabs Modernize—Tapline and the oil fields, however, have employed many thousands of Arabs; and the

effect of the western skills which they have acquired has been to hustle them rapidly down the centuries.

The individual Arab leaps a century or so when he discards the traditional ankle-length *abbah* and dons instead western shirt and trousers, much safer garments to wear around machinery. He adopts a western haircut, but never the brimmed western hat. He sticks instead to his *gutrah*, or head shawl. . . .

He continues to skip the centuries during his apprenticeship. He may never have seen a monkey wrench, but in time he becomes a skilled workman at any one of several western crafts. Eventually he may become a contractor or sub-contractor employing from twenty-five to 1,000 other Arabs; and his temperament meshes perfectly with that of the Americans.

But he remains a devout Moslem. He accepts a job of work from his foreman with *Inshallah*, "If God willa." He prays five times a day, before daybreak, after nightfall and thrice during his working hours, when he pauses for about five minutes to kneel and prostrate himself alternately, while facing toward Mecca. Friday is his day of assembly when he goes to the mosque to pray. Tapline's work week for Arabs accordingly ends at noon on Thursday and begins on Saturday morning.

But even with the ready co-operation of the Arabs, Tapline would never have been possible without water. The desert normally receives its three inches of annual rainfall in a few light showers during the winter. Along the pilgrim routes to Mecca and the caravan trails, some of this surface water is accumulated in large stonelined *birkets*, or cisterns.

Free Water, Medicine—But Tapline crossed the old desert routes along a new route of its own. Wells had to be sunk along the route for the construction crews who were to build the pipeline and for the small permanent communities who were later to man its pumping stations. Tapline's agreement with the Saudi Arabian government also required it to provide free water and emergency medical treatment for travelers; but at the time the agreement was signed, the only travelers whom Tapline expected to supply were those who crossed the route.

Drilling crews were accordingly brought up from the oil fields; and in two years' work, 40 water wells were drilled along the route, plus at least one well at each of the pumping station sites. A hard and tepid though drinkable water was thus provided at about fifty-mile intervals right across the desert. Instead of the dripping black water-skins which are hauled up by hand from the old desert *birkets*, gasoline engines pump Tapline's water into steel tanks, perched well above the ground.

The first of these tanks had no sooner been lifted above the desert floor than Tapline learned for the first time that the Saudi Arabian government regarded the million or so of its wandering Bedouin as "travelers." Bedouin moved their families and their dogs, their large herds of camels and their fat-tailed sheep and goats long distances across the desert to pitch their black skin tents around the public water troughs which had been set up about two miles from each pumping station site.

A year ago a rough count at one trough indicated that about 12,000 Bedouin had gathered within a week after the well was completed, and water was being supplied to more than 20,000 camels and double that number of sheep and goats. New camps have sprung up since then near six or eight of Tapline's wells, and their total Bedouin population exceeds 50,000, with perhaps double that number of animals.

Tapline, in fact, has had a serious and somewhat unexpected problem in supplying the demand for water in the desert. It has had a further problem in keeping pace with Bedouin requests for medical treatment. . . .

Aside from water, practically everything that Tapline needed had to be imported. Its greatest need was pipe. In tonnage, its pipe alone accounted for about 83% of its imported construction materials.

Vast Transport Job—One thousand and eighty miles of 30- and 31-inch main-line pipe weighed 265,000 tons. At the time it was ordered, the only pipe manufacturer prepared to supply it was Consolidated Western Steel Corp. whose mill is near Los Angeles. It was bulky cargo. . . .

For this reason, Tapline chose 31-inch pipe for half of its main-line requirements and 30-inch for the rest. The 30-inch pipe was nested inside the 31-inch, and such heavy materials as sacks of cement and rolls of asbestos felt were stowed inside the 30-inch. The result was that ocean freight was charged on the 31-inch pipe, while the 30-inch inside it rode free of charge, representing a freight saving of several million dollars.

Because the pipe-lengths averaged 31 feet, it was necessary to assemble a fleet of about a dozen ships with extra large deck hatches. More than 100 shipments were necessary to move this huge tonnage, of which 52 were full cargoes of pipe. It was one of the largest civilian consignments ever shipped.

Because the line was to be built simultaneously from both ends, 206,000 tons of pipe were shipped to the Persian Gulf where International Bechtel, Inc., had charge of construction, and 59,000 tons to the Mediterranean where Williams Brothers Overseas Co. was the contractor. Conditions at the two ends could not have contrasted more sharply.

From Beirut, where the pipe was discharged, a narrow-gauge railway, switch-backing up the sheer wall of the Lebanese mountains, carried the pipe inland.

But at the Persian Gulf end, the desert came right down to the surf. The only modern port on this flat shallow coast was the Arabian-American Oil Co.'s port of Ras Tanura through which much of Saudi Arabia's large daily production, now approaching 600,000 bbls., is shipped. This was too congested to meet Tapline's requirements; and in any event, a port farther north would reduce the length of Tapline's truck hauls into the desert.

Built Seaport—So the Tapline people built their own port. They found a site about 150 miles north of Ras Tanura, at a point known to the Arabs as Ras el Misha'ab. When Tapline's pioneer crew pitched its tents there in a blinding sandstorm in June 1947, and began pushing sand into the Gulf to provide a jetty for unloading barges, there was not a building of any kind within a radius of fifty miles. The nearest drinkable water was forty miles away.

Six months later, ships tied up at Ras el Misha'ab alongside an artificial island built up on steel piling two and a half miles offshore; and their pipe and other cargo were landed by a cableway strung eighty feet above the water. Once landed, the pipe was machine-welded into 93-foot lengths, thus reducing by two-thirds the much slower hand-welding which had to be done out along the line.

Roads Constructed—While at work on its own port, Tapline began building more than 1,000 miles of road to its desert camps. Over this road pipe, equipment, food, fuel and at first water were trucked out to the construction crews. There the tremendous assembly line which began on the other side of the world came to its end; and the 93-foot lengths of pipe were laid at an average rate of about a mile day.

Convoys of big trucks were moving pipe 675 miles into the desert when the eastern and western construction crews met on Sept. 25 and the final weld was made. . . .

Scrapers were being pumped through the line from each end, pushing ahead of them the assorted rubbish which seems to accumulate in every new pipeline.

Behind the scrapers, a slug of about 210 miles of water moved

(*Continued on p. 43*)

Oil Has Right to Study Price Rollbacks

While oil men, with all other business men, are undoubtedly much in sympathy with the Truman Administration at last waking up to the fact that this country is in an exceedingly inflationary spiral, the oil men, like the automobile manufacturers, will be entirely justified in refusing to be stampeded into cutting their prices from natural market levels until they know what the whole anti-inflationary program of the New-Fair Dealers is.

So before the oil industry reduces its prices as per what amounts to a Truman command of this week, it should demand full explanations of what the demand is based on, what else is going to be done about holding down prices and just how and when will the Administration hold down wages.

General promises won't do. Truman and his crowd should be required to specify in detail and the oil industry and the rest of business be given fair time in which to consider the Truman statements and to check any facts presented for their completeness and accuracy. The reputation of Truman for avoiding the facts, for distorting them, for popping off half-cocked is too well established for anyone to expect honest men to take whatever he and his administration says on such an important question as price rollbacks, today.

There will undoubtedly be a big outcry from the inner circles in Washington and probably with severe criticism of all in industry or elsewhere who want to stop and look and listen a few minutes. But they need only point out that the country has been trying to wake up Truman for many long bloody and costly months and without success. However, he had time to write some vulgar and stupid letters, especially the cowardly one to the music critic about kicking him in the groin.

It may well be remembered that Truman and some of his stupids did their best to pump up an outrageous inflation right after the last war by publicly trying to high-pressure the oil industry into giving his CIO buddies a bigger wage increase than the very liberal 15% offered by the oil companies. The Trumanites wanted to set off a general wage increase, and there is good reason to believe that they picked oil refining because of its relatively low unit labor cost. Despite the rough handling given the oil men by Truman's then Secretary of Labor and some of his handymen, the oil companies thus attacked stood pat. Raises of 18% were finally granted by most oil companies. But this was nothing like what Truman wanted for his labor cronies whom he was trying to pay off or to bribe.

In any negotiations today the oil industry should not hesitate to publicize its courageous and one-time single-handed stand against the Truman Administration's effort to set off a postwar inflation even worse than what we had. For that stand alone, for which the oil industry was then subjected to much Truman Administration abuse, the industry is entitled to demand full time for fair consideration of whatever case Truman thinks he has today.

The oil industry has already shown its good faith toward the country which, we submit is more than Truman has done.

The General Motors Corporation is to be highly commended for taking the initiative in opposing Truman's totalitarian demands. Now is a better time to fight these questions out than later when Truman and his red tape artists have all industry badly entangled in red tape.

There is need to save time in handling all these warlike questions and it is entirely possible that Truman is much "too little and even too late". But Truman knew about Korea last June. He should have known about it last winter and probably did, though he could not think through to the seriousness of it. Truman has had plenty of warning and plenty of time to have worked up an intelligent program. He has not done so but that is no reason why industry should accept any half-baked ideas and unwarranted regulations.

Let oil and the automobile and all other industries take sufficient time to find out and study what all Truman has in mind and then make sure, even by going to Congress and the people over Truman's head, that whatever new plans that have to be instituted are better than those he has cooked up so far and will not wreck but save the country.

Why Middle-East Oil Is Important To Independents as Well as Majors

It was a coincidence but it showed the great importance of Middle East oil supplies for this country.

Just as the major American oil companies who are so heavily interested in developing the vast Middle East oil fields posted cargo prices FOB the Persian Gulf instead of selling Middle East crude on the basis of the American Gulf of Mexico tanker prices, Otis Ellis, first and new Washington counsel for the National Oil Jobbers Council, told a meeting of one of his member associations, that it was right and proper for this country to look to the Middle East for some of its oil supplies.

So far as NPN recalls this was the first time a representative of a large and nationwide group of oil companies spoke up on behalf of crude and products from the Middle East. Except for a constant battle for crude imports by the Empire State Petroleum Assn., all of the talking heretofore has been done by producers' associations and for the purpose of shutting off even all supplies from the Middle East in order to preserve the American market and a high crude price—100% of whatever the U. S. market would bear.

Washington Counsel Ellis, in his remarks to the Tennessee Oil Men's Assn. at its meeting last month, recognized that this country is entitled to avail itself of reasonable supplies, short of "seriously impairing" the American oil industry, and also that oil marketers are entitled to find supplies outside of this country, even in the Middle East, if they wish without undue restrictions by our government or other factors in the oil industry.

Mr. Ellis pointed out that the seemingly forthcoming

war suggests a shortage of more than 1,600,000 b/d of crude oil above what this country is now producing, which, it may be added, is considerably above what some of our more optimistic producing experts say this country can produce, if forced to, right now.

As the Middle East operations increase, especially now that the big "Tapline" (the biggest pipe line in the world) is in operation and will in some months hence be running to capacity, there can be supplies that the big producers may be willing to sell to Independent refiners and marketers in the U. S. This, of course, will depend on war developments and how rapidly foreign countries complete their own refineries, and the success of the free countries in keeping the seas open against enemy submarines. This may be exceedingly difficult, but it still is a possibility.

If this country has to depend upon its own production, the expected great increase in war demand will undoubtedly bring gasoline rationing. But if the seas are open to the Middle East, there will be a market in the U. S. for pretty much all of the oil and products that the operators in the Middle East can produce beyond the needs of the rest of the world. This source of supply will directly or indirectly also be a source of supply for the Independent U. S. refiner and marketer, whose facilities should be able to keep this country from suffering as severe a gasoline rationing as it did in World War II.

The posting of prices "FOB the Middle East," instead of using the American Gulf of Mexico price as a basis, is at the moment only an indication of the growth of the supplies from the Middle East. Not until those supplies get much larger will they affect the American Gulf Coast price. The present posting of the Middle East price, FOB the Persian Gulf, plainly indicates the increasing competition of that oil and shows that no matter what restrictions may be placed on the importation into the U. S. of foreign crude, that the U. S. Gulf no longer is the big source of world supply that dominates the world's price as it has for 30 or more years. The world, outside of the Americas, will more and more draw on the Middle East instead of on the oil from the Western Hemisphere.

Hence, it is easily conceivable that Middle East oil, and even products, will be imported into this country for distribution by Independents who will be able to expand quickly enough to meet market needs. And this can be done in all probability without any undue adverse effect on American prices because total investments in the Middle East are very high, with all the towns and facilities that have to be built on a barren desert, even though the cost from the bottom to the top of the well head is low.

Comments from Readers

FROM: R. S. Fuller
139 Camino Don Miguel
Orinda, California

NATIONAL PETROLEUM NEWS for November 1, 1950, carried an interesting article on trucks on the highway by your Transportation Editor Mr. Holger Ridder.

While not disagreeing with many of the statements in the article, I do disagree with others and feel that what may be termed the principal objection to trucks on the highways has never been raised in any article which I have read, namely the interference with the use of the highways by non-commercial vehicles.

In speaking of this interference I have in mind the long lines of non-commercial vehicles held up by commercial vehicles, the latter being unable to travel as fast as the traffic can legally travel safely in given locations. This particularly applies to even slight grades where the normal traffic can move at from 40 to 55 miles per hour with safety and the non-commercial vehicles can in some cases make barely 12 miles per hour. On two-lane roads the danger of passing is so great that the non-commercial vehicles pile up behind the trucks for long distances, and the drivers and riders in the non-commercial vehicles must spend their time traveling at the rate set by the trucks. This is particularly true on the two-lane highways, that is one lane for each direction. But it is almost as true on four-lane highways with two lanes in each direction. For where there are several non-commercial vehicles traveling, the one which can travel two or three miles an hour faster than the slowest one is not satisfied to keep his place but must attempt to and finally does pass the slower vehicles.

And when we see a truck able to make barely 15 miles per hour sixty feet in length, passing a vehicle of similar length making approximately 12 miles per hour, we can realize the time the drivers and riders in the non-commercial vehicles must wait before they can proceed in the lane recently vacated by the passing truck.

While I believe the truck drivers are good drivers and safe drivers they do tend to "bunch up" on highways in such a manner that if one is to pass one of them he must pass three or four. They do not allow sufficient distance behind the truck ahead for a non-commercial to pass the rear truck, fall into line in the proper lane and await an opportunity to pass the next truck. This practice is all too prevalent on our highways.

In my own instance I have occasion to travel from here (near San Francisco) to the southeastern portion of the state. The town of Bakersfield is approximately 300 miles from San Francisco, and the highway is so filled with trucks that I dread this portion of a ride which totals 600 miles. The last 300 miles of the trip has very few trucks and can be accomplished with much less interference and with less strain on the driver than is the case with the road from here to Bakersfield.

Long stretches of the first section of the highway have only two lanes, other portions of the highway are four-lane and apparently the entire highway will be four-lane before long. But there is not too much difference between the two-lane and the four-lane stretches because of the great number of trucks and their insistence on passing trucks which go somewhat slower than they.

While maybe it can be proven, though I doubt it, that the trucks pay their way from the standpoint of the damage they do to the highway, they certainly do nothing in the way of paying the drivers and riders in the non-commercial vehicles for the latter's loss in time due to being held up by the commercial vehicles.

If the trucks and other commercial vehicles were able to travel at the proper rate of speed on all portions of the highway and keep their place in traffic there would be little if any interference, but the trucker may argue that that would make the cost of truck transportation out of reach of those now making use of this service. One might say "so what"? In that event the users of the transport service would pay the increased cost. As it is now, those who may or may not be using the truck transport service (that is the riders in non-commercial vehicles through their loss of time) are the ones paying for economical operation of the trucks.

I trust that this angle which has not been covered in any article I have read on the subject may receive some attention in the future.

ATLANTIC COAST

State Lawmakers to Be Busy in 1951; Oil Men Have Much to Gain or Lose

By Raymond E. Bjorkback, Eastern Editor

The oil man in the Northeast who customarily pays only casual heed to the goings-on in his statehouse hardly will be able to afford this habit during the 1951 legislative sessions.

Their programs, as now shaping up, will be the biggest in years in point of proposals both favorable and unfavorable to the industry and its customers.

Take, for example, the forever-recurring problem of gasoline taxes and other highway-user imposts.

Higher gasoline taxes will be an issue in all six of the New England states, in New Jersey and New York State, while increased motor vehicle registration fees will be a question in New Hampshire, New York, Vermont and Delaware.

On the other hand, there'll be opportunities (some good, some slim) to put across constitutional amendments eliminating highway fund diversion in New York, New Jersey, Connecticut, Vermont and Delaware. And—wonder of wonders—a proposal to cut gasoline taxes actually is in the cards in Delaware.

Railroad and other interests trying to make capital of charges that heavy trucks are damaging the highways haven't relaxed their efforts to promote proposals for lower truck weight limits—and for drastically increased truck taxes. Accordingly, fights are impending on truck weight limits in Connecticut, Delaware, Maine, New Hampshire, New Jersey, New York and Vermont.

Hottest of these battles probably will be in New Jersey. Its axle weight limit was cut to 22,400 lbs. last year. The aim this year probably will be a 20,000-lb. limit.

On the other side of that coin is Pennsylvania, whose tandem tractor semi-trailer weight limit (45,000 lbs.) is well below the limits of neighboring states, and where a try will be made to raise it.

Roadside zoning proposals disturbing to service station operators are coming up in Connecticut, Massachusetts, New York and New Jersey.

In Connecticut legislation also will be aimed in a desirable direction—toward changing limited-access highway laws so as to provide as high a degree of competition as possible in determining operators and brands for service stations on expressways and throughways.

Worst of these laws is the new one in Massachusetts, which became effective in November, putting service stations, restaurants and other facilities along limited-access routes "entirely under the supervision, jurisdiction and control" of the state public works department.

Industry forces will push hard for legislation to keep the state out of the gasoline business. They've helped bring about the filing already of three bills, two of which probably will be rewritten into one, to this end.

However, the administration which railroaded the present law into being still will be in power. Governor Dever was avid for the law, and probably will veto any substitute voted.

Other prospective issues in the legislative chambers include:

In Connecticut—Gasoline tax exemption for municipalities, compulsory motor vehicle insurance, increased state aid for local roads, municipal parking lots with publicly operated gasoline facilities.

In Delaware—Repeal of refund for aviation fuel, return of previously diverted funds to the highway department.

In Maine—Repeal of aviation gasoline tax refund, repeal of motor carrier tax on gasoline bought outside the state and used in the state, Maine Turnpike extension, revision of state and state-aid highway system mileage, improvement of weights and measures law.

Massachusetts—taxation of aviation gasoline, toll roads.

New Hampshire—additional local sharing for local Class V roads.

New Jersey—restriction and regulation of motor transport (in addition to truck axle and gross weight limits reduction), air and water pollution legislation, increased county and city sharing of highway user revenue.

New York—repeal of refund on aviation fuel, increased city sharing of highway user revenue, exemption for gasoline in local sales tax enabling act.

Pennsylvania — Local truck and sign taxes.

Rhode Island — Refund of gasoline tax on municipally owned vehicles, increased state aid to towns for maintenance of state highways, compulsory motor vehicle insurance.

Vermont — Chain store tax law, sharing of gasoline tax with towns.

MIDWEST

Oil Marketers with Subnormal Prices May Soon Feel Pinch If Controls Hit

By Leonard Castle, Midwest Editor

If price controls are placed on petroleum products, those marketers who have been operating on a subnormal basis may find themselves saddled over an extensive period of time with prices so low as to make it difficult to remain in business.

For this reason, we believe it is timely to quote from a recent article entitled "Why Give It Away?" written by Keith Edwards, secretary of the Illinois Petroleum Marketers Assn., and distributed to his membership. Mr. Edwards said:

"Price wars help no one, not even the consumer who gets all the immediate benefit. Price wars break down business stability. They lessen service and efficiency. They injure dealers who engage in them, and ultimately, as in all business folly, the public also pays.

"Price wars are founded on the fallacy that dealers sell only a product. Price war psychology discounts the fact that people patronize their favorite gas stations because of convenience, friendliness and quality of service.

"Customers have favorite stations because they like the service and people there. The man who drives up to a filling station wants more than gas and oil. He also wants the service that goes with them—the clean windshield, the friendly jest,

the general atmosphere of helpfulness that a good station cultivates.

"Dealers are selling more than gas. They are selling good will and service. When they enter a price war based on product alone, they enter bound to lose. They lose profit. Then they lose service because they lose profit. They lose efficiency trying to make increased sales and profit keep pace with the amount of price war discount—to offset a 2c discount, sales must be increased 100%!

"No operator can stay either in business or his right mind by trying to lift himself by his own boot straps.

"Price wars make no customers. After the 'picnic' is over and prices return to normal, fair weather buyers who rushed to take advantage of reduced prices, eventually drift back to their own neighborhoods and favorite stations.

"Price wars kill profit—the very source and strength of business.

"Price wars cannot be won, only fought. Everyone is the loser. Dealers who battle in them are selling both themselves and their customers short! Why give your profit away?

"There is an old saying that goes something like this: 'Those whom the gods would destroy—they first make mad.'

"Well, price wars are usually started by one or two individuals who get mad because a dealer in their community cuts his prices. They set out with firm determination to show that so-and-so they can sell gasoline as cheap or cheaper than he can and the first thing you know, the fire is blazing in all its fury.

"Yes, just because one or two individuals could not contain themselves—allowed themselves to become infuriated—the process of destruction is forced upon every gasoline dealer in the community.

"How about those who didn't want any part of the fight? Who tried to hold their prices, but because gasoline is so competitive were forced to yield to 'price slashing?' Well, they are put in the pot with the rest and have their businesses disrupted and are also headed for possible destruction.

"These business men who are an important part of any community, have their economic well-being jeopardized because a few did not place a respectable value on the merchandise they sell and because they lost sight of the all-important item—PROFIT!

"Yes, 'those whom the gods would destroy—they first make mad.' What do you think?"

So concludes Mr. Edwards. We think they are words that should be studied and digested by every jobber and dealer who has started, is involved in, or is contemplating beginning a price war.

PACIFIC COAST

Texas-California Pipe Line Called Supply 'Necessity' in Near Future

By Frank Breese, West Coast Correspondent

A twin pipe line, which may be related to national security and which would have an important effect on West Coast marketing, has been proposed by two California oil men.

Application for a permit to construct the line between the West Texas fields and the Los Angeles Basin was filed with PAD by Marc D. Leh and David E. Brown in the name of the Progress Pacific Pipeline Co. Mr. Leh told NPN the project, estimated to cost $120 million, could be started within 60 days after getting permission and could be completed within a year. It would consist of a 24-inch line with 300,000 b/d crude oil capacity, and a 10-inch products line with 65,000 b/d capacity.

As Mr. Leh sees it, such a pipe line will become an economic necessity in the near future if it isn't built now. "By 1952, the crude oil demand in California will far exceed the supply, even under normal conditions," commented Mr. Leh. "With the national emergency, it is possible that demand will outstrip supply much sooner. The logical place for California to get the necessary crude is Texas, and the cheapest way to haul it is by pipe line.

"1943 we got the idea for the pipe line when tank cars were used to transport crude from Texas to California. But the crude situation didn't justify the line. In fact, we didn't plan to undertake the project until 1952 or 1953. However, the national emergency may require such a line much sooner, so we made a hurried application."

Purpose of the products line would be to serve as an artery for marketing distribution between California and New Mexico, said Mr. Leh. For instance, Standard of California wouldn't need the crude line but could use the products line to ship to Arizona and save on trucks. This way the line would become an important factor in West Coast marketing.

Mr. Leh said he and his partner are interested only as common carriers despite his background in other phases of the industry. Since 1924, he had been active in marketing until recently, when he liquidated his other connections to concentrate on this project. During the past two years, he has been active in supplying self-service stations.

* * *

The Progress company appears to face competition for the right to build the pipe line. A Texas group, organized as West Coast Pipeline Co., applied for permission to construct a 200,000 b/d line between West Texas and California (see NPN Dec. 13, p. 34).

Mr. Leh said he doesn't know what his company's chances are and has no indication when he will learn the verdict.

* * *

An experiment by one of the self-serve spokesmen in running a conventional service station is being watched closely by Los Angeles marketers.

Dan Lundberg, executive secretary of Serve Yourself Gasoline Stations Assn., Inc., leased an eight-pump independent conventional station which had been losing money and is operating it himself. Mr. Lundberg said he had been shopping around for an experimental station "to demonstrate that in three months it can be made to compete successfully as an independent by exploiting public relations and ingenuity."

"Much of the gasoline retailing industry has fallen into a rut," commented Mr. Lundberg. "They think that price and service are the only factors. Consequently ingenuity is at a low ebb. Imagination is lacking. I believe they will make a station pay off; and that's what I want to prove."

Mr. Lundberg doesn't feel that he is violating his allegiance to the self-serve industry or compromising the self-serve principle. In fact, he intends to hold his position as manager of the self-serve trade organization.

Why didn't he use a self-serve as a proving ground?

"It's pretty well established that the success of a self-serve depends on the individual operator. My contention is that a lot of conventional independents aren't getting any place because they are in a price-service rut," said Mr. Lundberg.

U. S. 'Requests' Refiners to Freeze Dec. 8 East-of-Rockies Oil Prices

WASHINGTON—The Government has asked the oil industry to voluntarily hold the Dec. 8 price line on crude and products east of the Rockies.

It did so late Dec. 18 in telegrams sent by the Economic Stabilization Agency to some 40 "principal" refiners in all sections of the U. S. except the West Coast. The latter are being summoned to Washington on Dec. 21 to hear a government plea to roll back California crude prices to a possibly earlier date than Dec. 8.

ESA officials emphasized that the telegrams to the 40 refiners constituted "a request for voluntary action and not a mandatory order."

Following is the text of the wire sent out over the signature of Michael V. DiSalle, Director of Price Stabilization:

"You are requested to hold in abeyance any contemplated purchase price increases for crude oil, all gravities, exceeding price actually paid at point of purchase as of Dec. 8, 1950, or nearest previous purchase date. You are also requested to hold in abeyance any contemplated selling price increases, all levels, all refined products.

"Requests this office be given seven days' notice in advance of any contemplated price increase. Please advise by wire your assurance this request will be honored pending completion of price analysis."

Price Rollback—Although to some industry people the wire was not clear as to whether ESA is asking for a rollback on products prices which have advanced since Dec. 8, agency officials declared that was the intention of the DiSalle message.

They added that they knew, at the time the telegram was sent, of only three instances of such advances occurring since Dec. 8, but more might turn up in company responses to the wire. Cited as two examples of recent increases that should be rubbed out were a 0.3c per gal. increase on gasoline by Ohio Standard Dec. 14 (Sohio increased its retail price only, not tank wagon or tank car) and a 0.1c per gal. boost by Kentucky Standard on Dec. 15 for heating and Diesel oils.

To be unaffected by the DiSalle wire, according to agency aides, was the recent advance in prices posted for Pennsylvania Grade crude. Officials here said the hike was posted on Dec. 8, to become effective on Dec. 9, and, therefore, the increase would be accepted as the Dec. 8 figure.

The ESA action on oil prices—it was taken without prior consultation with Petroleum Administration for Defense—followed closely on the heels of the government's mandatory order rolling back auto prices to their Dec. 1 level, when two big manufacturers rejected a plea for voluntary cutback.

Consideration of oil prices by the government is "wholly within the voluntary field" at this time, it was emphasized repeatedly. But, at the same time, it also was made clear that if the industry acted "intemperately" on price advances, then the government's hand might be forced on mandatory controls.

West Coast Price Conference—As for the West Coast refiners, ESA is making its request for a cutback in California crude prices at a session to be held at 10 a.m., Dec. 21, in the agency's conference room here.

Six of the leading California refiners were invited and will attend the conference, the agency said. They are California Standard, Richfield, Union, General Petroleum, Texaco and Tide Water.

Price officials at ESA feel that the California crude price should be rolled back. They point out that most of the refiners have now met a 25c per bbl. boost made last Oct. 23 by Union on 14 gravity crudes.

Speaking for ESA—Representing ESA at the conference will be Mr. DiSalle and Orville D. Judd. The latter is an ex-OPA oil price official and a former oil man. When Mr. Judd left OPA in 1945, he was associate director of the Fuel Price Division.

Now of Richmond, Va., Mr. Judd is ESA's top oil price consultant. For a number of years prior to last war, he was a supervisor of production in Texas and Oklahoma for Middle States Oil Co., later heading his own drilling and refining firm, which had headquarters in Vernon, Texas, and a refinery at Olney, Texas.

Behind ESA Request—Inspiration for ESA's sudden move into the oil price field may have come, in part, from reports in a trade journal (not NATIONAL PETROLEUM NEWS or *Platt's Oilgram*) that the oil industry is on the verge of a general crude price advance, and partly from reported recent expressions of concern by the military about the level of products prices.

Concerning the reports about possible crude price advances, Chairman Maybank (D., S. C.) of the Senate Banking Committee issued a statement on Dec. 15, warning that general increases in either crude or gasoline prices might lead to immediate imposition of madatory price controls.

As for the military's interest, Chairman Johnson (D., Texas) of the Senate Armed Services "Watchdog" Subcommittee on Defense Mobilization, said Dec. 12 on the floor of the Senate that oil price boosts since Korea had cut in half the military's purchasing power.

"The tax money that would buy 10,000 bbls. of fuel oil before Korea," Senator Johnson told his colleagues, "would buy only 6,500 bbls. in September and only 4,700 bbls. in November."

Appeal to Industry—Senator Maybank, in his statement, expressed a hope that the industry would join in following a "patriotic and enlightened policy, by not increasing either crude oil prices or gasoline prices, thus making it that much easier to maintain economic stability at this critical period in our nation's history."

The senator declared that crude oil prices have increased 112% since World War II, as compared with an increase of 53% in the wholesale price index of the Bureau of Labor Statistics.

"In view of the highly profitable position of the oil industry," added the South Carolinian, "and in view of the present high level of oil prices, it seems to me that it would be difficult to justify any further increases in oil prices."

Armed Forces Ask for $200 Million To Buy More Oil, Increase Storage

WASHINGTON—A whopping big increase in military spending for petroleum and other products is being rushed to completion on Capitol Hill, and more—and larger—defense appropriations are coming in 1951.

With the mobilization effort picking up speed all along the way, the House rammed through in quick order a bill providing an additional $16.8 billion for the armed services, including upwards of $200 million for oil.

The bill now goes to the Senate, where approval can be expected shortly.

Biggest single oil item in the measure is for the Air Force, which is seeking $95,300,000 to expand its storage and dispensing facilities. Next largest is an Army request for $48,733,900 for puchases of liquid fuels and lubricants.

The Army also wants an additional $31,160,000 to buy gasoline drums. It had received $13,702,745 earlier this year for such purchases, but informed Congress it needs the extra amount to meet requirements for 6,280,000 5-gal. cans and 1,700,000 55-gal. drums.

Celler Bill Approved—Not only was Congress giving the Administration quick action on the military appropriations bill, but it found time to approve a long-standing and controversial measure—the Celler Bill to close the so-called "loopholes" in the Clayton Act.

This legislation, virtually certain to get Presidential approval, prohibits a corporation from acquiring the physical assets of a competitor when such acquisition will tend to create a monopoly. Such monopolistic acquisitions of stocks had been outlined in the original Clayton Act.

Although passage of the Celler Bill has been an Administration "must" for a number of years, it ran into stiff opposition during the 81st Congress from a group of small businessmen, including W. W. Vandeveer of Cleveland, a co-founder of the Allied Oil Co.

He contended in testimony before a congressional committee that merger of his company with another—the Ashland Oil and Refining Co.—was the only alternative to liquidation of Allied in order to prepare for death-taxes.

Gasoline Tax Hike?—In the meantime, there were these other congressional developments:

1. The Administration's tax experts were reported favoring a 100% boost in the federal excise tax on gasoline, raising the levy from the current 1.5c per gal. to 3c. Treasury secretary Snyder and his top advisers reportedly are undecided about asking for such a big increase, but it apparently is a foregone conclusion that some hike of 0.5c per gal. or more will be recommended in the next Congress.

2. A new drive will be launched in the 82nd Congress by the Senate Commerce (Johnson) Committee to win approval for a bill legalizing "good faith" or competitive freight absorption practices by sellers. Such a bill was vetoed earlier this year by President Truman.

3. Stephen J. Spingarn, testifying before a Senate committee in support of his nomination to be a member of the Federal Trade Commission, denied that he influenced the President to veto the freight absorption bill. Mr. Spingarn's nomination won unanimous committee approval and is awaiting action of the Senate.

PAD, NPA Told More Steel Needed To Halt Severe Container Shortage

WASHINGTON—Predicting "severe" shortages next year in steel shipping containers for the oil industry and other civilian users, an inter-industry advisory group has petitioned government agencies to allocate as much as 225,800 short tons of sheet steel on a quarterly basis during the first half of 1951 for manufacture of drums and pails.

Request was made by the Inter-Industry Steel Container Advisory Panel of the Steel Shipping Container Institute to the Petroleum Administration for Defense, National Production Authority and Agriculture Department. Oil's share of the steel sought would be more than 50% of the total if the history of shipments to various users over the past several years were to be followed.

Concerning oil's steel requirements on an industry-wide basis, PAD has broken down for NPA the estimated oil needs according to direct shipments from mills and distributors, compared with shipments from manufacturers and fabricators. PAD has authority for allocating direct shipments, while NPA will distribute—either by itself or through other claimant agencies such as Defense Transportation Administration—those obtained otherwise.

Of the 11,643,850 tons of steel needed by the oil industry in 1951, 7,229,700 tons would be shipped directly. Bulk of these shipments would go to oil and gas production (2,821,100 tons), oil transportation (1,183,300 tons) and natural gas transmission (2,947,300 tons), with balance going to refining (298,000 tons) and foreign operations (50,000 tons).

The majority of fabricated steel equipment would be claimed by marketing (2,346,000 tons), production (1,085,900 tons) transportation (745,800 tons), and refining (419,100 tons), with smaller amounts going to gas transmission (112,100 tons) and foreign operations (273,250 tons).

Alcohol—Commercial Solvents Corp. has been named agent by RFC for expediting the movement from France to the U. S. of about 106 million gals. of ethyl alcohol for use in the manufacture of butadiene for the nation's increased synthetic rubber program. Deliveries will be completed during 1951.

Tin Pinch—Production of oil containers in sizes ranging in general from one quart to five gals. will feel the pinch of an order issued by National Production Authority Dec. 19 reducing civilian tin consumption 20% effective Feb. 1, 1951.

The general order (M-8 as amended) is expected to be implemented in about 20 days with specific restrictions on the weight of tin coatings permitted on cans for various uses and in certain sizes.

Lubricating oil shippers will bear the brunt of container restrictions. Heavy-gauge drums and pails are not tin-coated.

FTC Expected to Issue Order on Reclaimed Oil

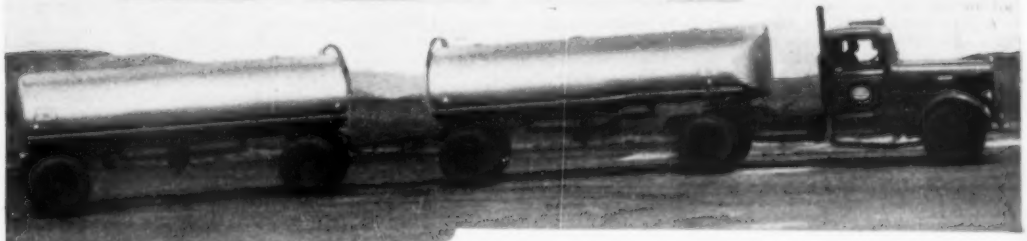
WASHINGTON — Federal Trade Commission is expected to issue a cease-and-desist order against Dabrol Products Corp., Chicago, requiring that reclaimed oil be so labeled.

Although Dabrol filed notice of appeal shortly after an FTC trial examiner recommended such an order the time limit for an appeal to the terms of the recommended order will be embodied in a fina order "as soon as FTC man get around to it," an FTC attorney handling the case said last week.

He pointed out that Dabrol can still seek court relief from the upcoming order even though courts "prefer" that respondents in any such proceeding "exhaust administrative remedy" before turning to the courts. An appeal to full commission first, however is "no prerequisite" to courts' acceptance of such cases.

"Our experience is an unqualified 100% endorsement for U·S·S COR-TEN"

says MR. W. C. HULSMAN
of the Hulsman Transportation Company, Santa Rosa, Calif.



MR. HULSMAN'S business is *economical* transportation. To extract the last pound of payload from his equipment without sacrificing operating schedules and economies of operation, this set of frameless tanks was built of U·S·S COR-TEN. Here's what he says about it:

"We are extremely proud of this unit, since it is a six compartment train, pulled by a Kenworth Diesel, with a legal capacity of 7,920 gallons. We firmly believe that it is the finest piece of gasoline equipment in California . . .

"The frameless tanks have traveled 175,000 miles and not a single defect has shown up. All our other tankers, too, are made from Cor-Ten, and have traveled approximately 375,000 miles each, with no flaws apparent."

Frameless construction made possible by the use of COR-TEN Steel increased this tanker's capacity by 420 gallons. It was designed and constructed by the Industrial Steel Tank and Body Works, using Reliance Trailer and Truck Company running gear.

Deadweight has been turned into dollars in this tanker train. These frameless tanks carry 7,920 gallons of gasoline—one of the largest payloads in this field—420 gallons *more* payload than can be carried by a similar set using conventional trailer frames.

Frameless tank construction like this would not be feasible without the use of steel as strong and tough as U·S·S COR-TEN. By reducing weight and adding strength to this design COR-TEN makes it possible to increase payload capacity, and gives the equipment the necessary stamina to insure long time service.

Find out how you can apply U·S·S COR-TEN to *cut the weight and cut the operating cost* of your equipment. Find out how COR-TEN will reduce maintenance costs by its greater resistance to atmospheric corrosion, to road shock and wear. A letter to our nearest office will put you in touch with our engineers who will gladly give you all the facts about U·S·S COR-TEN.

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COLUMBIA STEEL COMPANY, SAN FRANCISCO · NATIONAL TUBE COMPANY, PITTSBURGH · TENNESSEE COAL, IRON & RAILROAD COMPANY, BIRMINGHAM
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D-1567

UNITED STATES STEEL

PAD Busy Despite Uncertain Status

NPN News Bureau

WASHINGTON—All defense and other government agencies have been brought under the control of a mobilization czar, but on a basis which will allow the Petroleum Administration for Defense, for the time being at least, to continue functioning within the Interior Department.

A presidential order on Dec. 16 set up a new Office of Defense Mobilization to co-ordinate the entire preparedness program and gave its director, Charles E. Wilson, complete authority to run the show as he sees fit.

That power includes the right to reorganize the existing governmental setup in any and all respects. While Deputy PAD Bruce K. Brown thought PAD would stay in Interior for good—and President Truman's order made no immediate change in the status quo—Mr. Wilson will be the sole judge and he is already in the process of reaching a decision.

PAD Hard at Work—In the meantime, PAD is going on about its business, regardless.

Under rush orders from Secretary Chapman, it laid on his desk this week its recommendations as to the first necessity certificates he should issue authorizing sponsors of facility expansion projects in the oil industry the benefit of rapid tax write-offs or federal loans.

PAD also was able to announce the appointment of Dene B. Hodges, vice president of transportation and supplies for Shell, as director of its Transportation Division; it was making progress towards the setting up of a tanker "pool" for the military; and it had about ready a plan for the formation of an Advisory Committee on Petroleum Operations Abroad.

Gasoline Rationing—The last week brought from Mr. Brown, too, this statement on the prospect for gasoline rationing:

"I see no reason to assume that gasoline for automobiles will be in such short supply as to require rationing as the result of shortages created by an armament program or a mobilization program. The military currently uses less than 5% of the petroleum consumed in this country, and there can be much more mobilization without straining present supplies.

"Any impairment in the supply of oil country tubular goods resulting in a lessened drilling of oil wells would, in time, shorten the supply of oil. However, under presently existing mobilization conditions I am quite hopeful that the well drilling program can be fully supported with material."

Brown Lists Principles Guiding PAD Operations

HOUSTON—The guiding principles of Petroleum Administration for Defense were outlined by Deputy Administrator Bruce K. Brown Dec. 13 before the winter meeting of Interstate Oil Compact Commission.

Mr. Brown listed these principles:

1. Protection as far as possible of the industry's competitive system.

2. Minimum feasible calls upon the industry for personnel to staff PAD.

3. A belief that the industry can supply all the products needed, if it can get the necessary materials, manpower and equipment.

4. As an agency of government, PAD must form "independent judgments and act solely on those judgments," although it will call upon

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G.P.&F. STEEL CONTAINERS MILWAUKEE

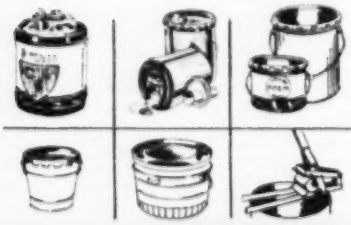
E-Z-FILL Grease Gun Loader Container

U. S. PATENTS: No. 2,214,779, No. 2,266,827, No. 2,313,645 and No. 2,328,363. Pat'd. in Canada 1942.

• Millions of pounds of grease are sold every year in these sturdy E-Z-Fill shipping containers, because the grease gun loader feature saves time, work and waste . . . eliminates the messy grease paddle.

Just screw the gun in the socket, draw out the plunger and remove gun. That's all! The shut-off disc automatically prevents dripping. The container cover is never removed . . . protects grease from dirt, grit and moisture. The E-Z-FILL helps sell your product to farmers, industrial plants, garages, etc. Available in 25 and 35 lb. sizes.

OTHER G. P. & F. CONTAINERS



G.P.&F. DOME TOP UTILITY CAN . . . a dependable shipping container . . . a silent salesman. 5 gal. and 40 lb. sizes. 28 and 26 gauge steel.
G.P.&F. POURING DRUMS AND PAILS, with the new, fast, self-venting spout. 2½ to 6½ Gals. 22 to 29 gauge steel.
Also standard 25, 35 and 50 lb. GREASE PAILS, FLARING PAILS, GALVANIZED HALF BUSHEL BASKETS. G.P.&F. containers are available in solid colors or lithographed designs.

G.P.&F. CAN CRUSHER that solves the empty can problem for filling stations. Saves 80 per cent of station storage and haul-away costs.

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the oil industry for data and advise.

5. The problem of oil supply is international, so "mobilization must be international."

6. Supply of materials for American companies operating abroad should have special consideration because of the complications of foreign operations.

7. Individual projects involving expansion in transportation, refining or distribution will all be analyzed by experts in the field.

8. No single feature of the oil supply program has an "overwhelming" first priority.

Dangers of Control—Also addressing the Compact Commission was Texas' Gov. Allan Shivers, who asserted that advocates of the "end use" control of natural resources would like to create a fuel dictatorship and manipulate fuel uses to the advantage of the coal industry.

The commission also adopted a resolution pledging wholehearted support to Interior Secretary Chapman in discharging his oil and gas responsibilities under the Defense Production Act.

Season Colder Than Last In Midwest, Southeast

CLEVELAND—Weather in Midwestand Southwest cities during the heating season Sept. 1 through Dec. 16, 1950, was generally colder (more degree days*) than either the corresponding 1949 season or normal**, according to NPN's regular degree day check of 14 cities. On the East Coast, however, the 1950 season was warmer than either 1949 or normal.

Degree Day Summary
Sept. 1 — Dec. 16

	1950	1949	Normal
East Coast			
Boston	1,305	1,509	1,587
New York	1,183	1,170	1,381
Philadelphia	1,164	1,141	1,250
Washington	1,118	1,088	1,274
Average	1,193	1,225	1,373
Midwest			
Chicago	1,875	1,756	1,821
Cleveland	1,638	1,507	1,687
Detroit	1,808	1,805	1,796
Minneapolis	2,376	2,125	2,295
Omaha	1,825	1,544	1,722
St. Louis	1,458	1,147	1,262
Average	1,830	1,647	1,764
Southeast			
Birmingham, Ala.	983	797	812
Charleston, S. C.	613(a)	445	479
Nashville, Tenn.	1,231	1,048	1,012
Raleigh, N. C.	945	835	817
Average	938	781	....

* Degree days are the number of degrees F. by which the mean temperature for any 24-hour period falls below 65 degrees. Thus a mean temperature of 50 degrees F. for a 24-hour period would equal 15 degree days. It is estimated that the average home oil burner will burn about a gallon of fuel oil for each three degree days.

** Normal degree day figures are based on average temperatures from individual weather station files dating back to year records were first kept.

New England Fuel Oil Supplies Okay

WASHINGTON—Assurances came from two sources last week that the outbreak of cold weather had little adverse effect upon New England fuel oil supplies.

In a letter to Representative Heselton, R., Mass., Hugh A. Stewart, of Interior Department's Oil and Gas Division, says the New England situation seems to be as "satisfactory" as it was before cold weather broke, with refinery output continuing "at a high level" and stock of all oils except heavy residual actually building up. Even the residual fuel oil situation, he added, "appears to be safe".

Much the same position was taken by Chairman Benton, D., Conn., of the Senate Small Business Fuels Subcommittee, who declared that New England had "generally adequate supplies", although "localized" spot shortages might develop. Mr. Benton warned, however, that there should be "continuing vigilance and action by the suppliers to keep these stocks at safe levels over the next several months."

As for an oil study on a much broader basis, Senator O'Mahoney, D., Wyo., has asked Congress to extend his Senate Interior Committee's National Fuels Policy Investigation for another two years until Jan. 3, 1953. Otherwise, the committee would have to end its study at the end of 1950.

Elsewhere in Washington:

Recyclers Left Out—The Bureau of Labor Statistics has eliminated natural gasoline and recycling plants from its upcoming survey of oil refining minimum wages. Survey will be limited only to refiners of finished products, thus disqualifying these two types of plants which generally turn out products for blending purposes. Actual questionnaires still have not been cleared by the Budget Bureau and are not expected to go in the mails until after the first of the year. All refiners will be surveyed, but minimum wages will be prescribed under the Walsh-Healy Public Contracts Act only for those handling government contracts of more than $10,000.

Antitrust Background—An economist for Federal Trade Commission, Dr. John Blair, told the House Ju-

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diciary Monopoly Subcommittee that the report he authored on Economic Concentration (see Dec. 13 NPN, Page 35) was meant to provide background for antitrust legislation. He said his report showed that the monopoly problem must be attacked from various angles because the U. S. has a "mixed" economy—consisting of some industries with wide divergence between company and plant concentration, compared with other industries in which company and plant concentration are about equal.

Suppliers Deny Fuel Oil Price Plot

CHICAGO—A spokesman for Chicago fuel oil dealers charged before Senate Small Business (Benton) Subcommittee Dec. 4 that supplying companies conspired to set prices and dealer margins. Representatives of supplying companies subsequently branded the accusation as a misstatement of fact.

Delmo J. Ciucci, chairman of Independent Fuel Oil Dealers Assn. of Chicago, told Senators Long (D., La.) and Schoeppel (R., Kans.) that "for some time it has been known secret meetings were being held by our suppliers." Discussed at these sessions, he said, was the topic of "how to cut the dealers' margin, and how much, feeling that the dealer was taking too much business."

Senator Schoeppel asked Mr. Ciucci whether he had any specific information as to names, dates and places of the "secret meetings" Mr. Ciucci described. The latter was unable to present any such evidence.

The conspiracy charge was disputed by John D. King, counsel for the marketing division of Cities Service; S. Hinman, vice president of Sinclair, and Dwight F. Benton, general manager of sales for Indiana Standard.

Margin 'Cut' Protested—Mr. Ciucci, together with Joseph H. McCuan, director of field operations for National Federation of Independent Business, declared that dealer margins were reduced 1.7c last August from 2c and that this is insufficient for the dealer to exist.

"The retail price was increased 0.5c," said Mr. Ciucci, "but our margin was not. It remained at 1.7c per gal. The reasons given for this by our suppliers are numerous, mixed and confusing. Some say they had received another increase by the refineries, others do not talk. In the meantime both the majors in control of supplies together with our suppliers have maneuvered very cleverly and conspired successfully to narrow our margin to the point where we cannot any longer operate at a profit . . .

"Now they are talking shortages again," Mr. Ciucci said. "The dealer who has been very cleverly disillusioned by the threat of short supply has become reluctant to take on new

Inquiry Unfinished

CHICAGO—The Senate Small Business (Benton) Subcommittee may hold more hearings and make further inquiry into the charges made by Chicago fuel oil dealers that they are being "squeezed" from the market.

Senator Schoeppel (R., Kans.), a committee member, said he hoped the problem would be solved within the industry before it becomes necessary for his group to submit a report. He added: "Just what a congressional committee can do in a situation like this is pretty hard to say.

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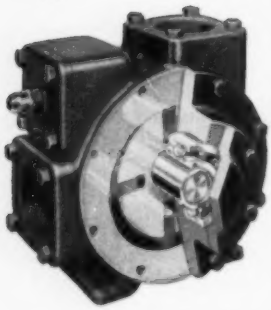

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Decide for yourself—compare them ALL. Get complete details on BLACKMER TRUCK PUMPS in "Bulletin TP3." See why now, more than ever in 46 years, petroleum "marketers" are specifying BLACKMER.

Note the vane placement in the phantom pump above. Vanes are self-adjusting for wear. If the vanes eventually wear to the extent of lessening efficiency, they may be easily replaced at little cost.

IN HAND PUMPS

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Blackmer builds the world's greatest line of rotary hand pumps for lube oil dispensing and farm equipment refueling from drums and underground or skid tanks.

Because Blackmer Truck Pumps are rotary, positive displacement and self-priming, they serve every known service to which truck pumps can be put, some of which other types cannot handle. Because Blackmer supplies all popular sizes up to 200 g.p.m., your truck pump needs can best be served by Blackmer.

Write for Bulletin TP3 describing Blackmer Truck Pumps

Single Pumps — Dual Pumps — Manifolded Dual Pumps — Engine Driven Pumps

BLACKMER PUMP COMPANY—GRAND RAPIDS, MICHIGAN

business. Our suppliers are feasting on this camouflaged famine. They are very aggressively adding on new business with their selling lure centered around their ability to guarantee delivery, while telling them the dealer cannot."

Cities Service Statement — John King declared that Cities Service prices "are determined within our own company, based on the natural moving of the market." He was asked how his company learned of price changes by competitors and replied: "We read about them in the papers." He said he did not know "who makes the market," and did not know "of a market leader." Because of intense competition within the petroleum industry, Mr. King said, product prices of the various companies tend to be about the same.

Describing complaining dealers as "haulers," Mr. King said that Cities Service welcomed their business, pointing out that during 1949-50 heating season, his company sold them 4,300,000 gals. of No. 1 and 489,000 gals. of No. 2. This compared with 11,400,000 of No. 1 and 14,150,000 gals. of No. 2 sold to distributors, and only 440,000 gals. of No. 1 and 2,400,000 gals. of No. 2 through direct operations.

Sinclair Statement — Mr. Hinman told the subcommittee that Sinclair no longer posts a yard price in the Chicago area because so far as it was concerned this business has virtually vanished. During 1947-48 and previously company sold about 1,000,000 gals. a year to some 40 haulers, Mr. Hinman said. Next year the number of customers dropped to 30 and during last heating season Sinclair had only eight dealer customers in Chicago who bought 100,000 gals.

Questioned by Senator Schoeppel as to why Sinclair's dealer customers fell off, Mr. Hinman replied: "They must have been getting a better price from someone else." He said that until the dealer business faded away last August, Sinclair always had been willing to sell to haulers. He said he didn't think Sinclair would have sufficient fuel oil to begin selling to dealers again now because of previous firm commitments. He described the supply picture as "stringent."

Senator Schoeppel asked Mr. Hinman what he thought of Ciucci's conspiracy charge and he replied: "I was astounded to hear the statement made."

Indiana Standard Statement — Mr. Benton explained that Indiana Standard sets its prices on the basis of "local economic and competitive conditions." He noted that Standard's last price rise was made Sept. 25 and "there were any number of companies which had increased before we did." Mr. Benton explained that Indiana Standard never has sold to fuel oil dealers and therefore is not directly involved in the controversy. In the Chicago area, he said, 45.2% of company's fuel oil business is with distributors, and the remainder is through direct operations. He said its distributors now have a margin of 2.85c per gal. on both No. 1 and No. 2.

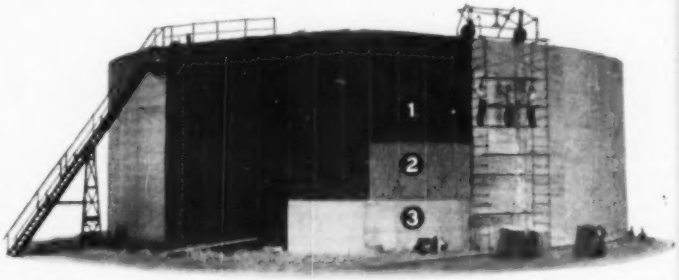
Cadillac Recommendation For 1951 Model Cars—

The 1951 Cadillac, unveiled this week, incorporates a few changes of special interest to oil marketers. Principal items of interest include these:

Hydra-Matic transmission is standard equipment on all 1951 models, whereas in 1950 this was optional.

Cadillac, like others in the General Motors family, has extended its

NEW TANK INSULATION TECHNIQUE —NICHOLSON & GALLOWAY METHOD*— AMORTIZES COST WITHIN 1 YEAR!



1. Tank metal surface is divided into areas bounded vertically by channel sections.
2. Within these areas, insulation of any type or thickness is snugly installed.
3. Insulation is then protected for the life of the tank by an outer armor. This may be .024 Corrugated Aluminum Sheathing, Asbestos Transite, Monel or Stainless Steel, etc.

Flow-Meter Charts show 80% saving in steam consumption after insulation of 300° Asphalt Tanks!

August 10: **Bare Tank** (no insulation) Steam Consumption: **13,500** *pounds per hour*

September 14: **Side Wall's Insulated** Steam Consumption: **9,800** *pounds per hour*

December 21: **Roof Insulated** Steam Consumption: **3,300** *pounds per hour*

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automatic transmission drain interval from 15,000 to 25,000 miles. Level-check interval remains unchanged at every 2,000 miles—the same period as recommended for its chassis lubrication.

In '51 models, Hydra-Matic transmission refill capacity is set at 10½ qts., as against 11 qts. previously. Cadillac says the 10½ qt. capacity will now apply to 1949-50-51 models.

On motor oil recommendation, Cadillac manual says, "For maximum production of your Cadillac engine under all driving conditions, it is recommended that heavy duty or premium types with detergency be used." This recommendation is applied retroactively to 1949 and 1950 cars but not to 1948 and earlier models.

Compression ratio of 7.5 to 1 is same as in the 1950 engine.

Pontiac Outlines 1951 Car Servicing

The manufacturer's recommendations for the 1951 Pontiacs, which hit the market Dec. 11, include several items related to servicing these cars at service stations.

In conformance with earlier reports (see NPN Nov. 22, p. 40), Pontiac goes along in part with General Motors' policy of placing more emphasis on heavy duty motor oil. The 1951 manual states:

"Straight mineral motor oils are satisfactory for use in Pontiac engines under normal driving conditions . . . Under severe driving conditions where the engine is required to develop nearly full power for a large percentage of time, as in sustained high-speed driving, mineral oil containing additives for improving resistance to the effects of high temperatures may be desirable. These motor oils are designated by the refiners as premium type oils. Heavy duty type oils may be used under these same operating conditions. The refiners or marketers supplying motor oils are responsible for the quality of their products."

Crankcase Drain—In its recommendations for crankcase drainage periods, Pontiac ranges from every 1,000 to every 4,000 miles, depending on driving conditions. Then it adds:

"In order to protect the working parts of the engine and prolong engine life, engine oil should be changed whenever it becomes contaminated. This will insure continuation of the best performance with low maintenance cost. Contamination is usually due to the accumulation of water, dust or dirt, or the breakdown products of the oil itself. Outside of making a laboratory test, it is practically impossible for anyone to tell the amount of contamination in an oil by either looking at it or feeling it. Experience has shown that the degree of contamination is largely dependent on the conditions under which a car is operated, and, accordingly such conditions must be taken into consideration in deciding when to change oil."

Chassis Lubrication—Every 2,000 miles, except under adverse driving conditions when 1,000 miles is recommended, or under high mileage conditions when lubrication may be extended to once a month.

Hydra-Matic—Change fluid every 25,000 miles and check fluid level every 15,000 miles. The first 1951 manual still retains the 15,000-mile change recommendation, but this is being revised to 25,000 miles (see NPN Nov. 22, p. 59).

Window Cleaning—The back window of the 1951 convertible coupe calls for special attention. The window is of flexible plastic and is susceptible to scratches and abrasions. The manual warns:

"1—When removing road dust, use a soft cotton cloth moistened with water and wipe cross-wise of the window to remove superficial dust. Do not use a dry cloth.

"2—To clean the back window, use cold or tepid (not hot) water and a mild (not caustic) neutral soap suds. After washing, rinse with clear water and wipe with a slightly moistened clean soft cloth. Never use solvents or cleaners.

"3—In removing frost, snow or ice from the plastic back window, do not use a scraper. In an emergency, warm water may be used."

Antifreeze Maker Denies False Advertising Charge

WASHINGTON—Denying false advertising charges filed by Federal Trade Commission, an Illinois antifreeze marketer has declared that FTC's complaint was against a product that had not been manufactured or sold since Dec. 31, 1948.

FTC has alleged that C. G. Whitlock Chemical Co., Springfield, Ill., misrepresented "Frigid-O" as a permanent-type antifreeze that will protect and not damage gasoline engines.

Since the first of 1949, Whitlock said in answer to FTC complaint, "Frigid-O" has been replaced by "Frigid-O BG," a product "different in formula and content" from the earlier solution.

As for the latter product, Whitlock admits making most of the advertising claims challenged by the complaint but contends they are "true and correct." Company denies that it has represented that "Frigid-O BG" will prevent all rust or corrosion, stating that it claimed only that the product contains a rust inhibitor.

Lube Oil Sales Breakdown

WASHINGTON — Seventeen companies, each accounting for at least 500,000 bbls., sold more than 82% of the 34,423,923 bbls. of lubricating oil marketed in the U. S. in 1947.

This is shown in a new report prepared by Winona Patton Stehman of the Commerce Department's Petroleum, Fuel and Energy Division. The report is based on the original—and only—lube and grease study completed in December, 1950, by Commerce and American Petroleum Institute.

Whereas the earlier six-page report broke down sales of lube and greases only on a product and statewide basis, the extended 14-page analysis breaks down these same statistics on a company-size basis.

The report, "Sales of Lubricating Oils and Greases, 1947 (Part 2)," can be obtained for 15c a copy from Business Information Service, U. S. Department of Commerce, Washington 25, D. C.

Book Treats Oil Development

World Geography of Petroleum, edited by Wallace E. Pratt and Dorothy Good, 464 pages, 7 x 10 in., index, stiff, cloth binding, illustrated with photographs and maps, published (Nov. 29, 1950) for American Geographical Society by Princeton University Press, price $7.50.

World Geography of Petroleum is a collection of articles giving an overall picture of oil operations throughout the world. The book is divided into four parts:

1. Why oil occurs in the ground where it does, and how it is located.
2. The organization of the oil industry (production, transportation, refining).
3. Description of the world's great productive regions.
4. How and at what rate oil is used.

Among contributors to the book are: D. D. Condit, geologist with Standard Vacuum Oil Co.; F. B. Notestein, geologist, The Texas Co.; Wallace E. Pratt, former member, executive committee and vice president of Standard Oil Co. (New Jersey); L. C. Reed, Jersey Standard geologist; and numerous others associated with oil developments in various parts of the world.

Pan-Am Takes Over Hotel

Special to NPN

NEW ORLEANS—Pan-Am-Southern Corp. has leased the 275-room Bienville Hotel for 30 years, planning to convert the structure into an office building for its headquarters. Conversion work is scheduled to start March 1.

Pan-Am initially plans to occupy the upper half of the 8-story building.

EATON
2-Speed Truck
AXLES

Increase the trade-in value of your trucks

Buyers of used trucks know that vehicles equipped with Eaton 2-Speed Axles have been spared much strain and wear. That's because the Eaton 2-Speed doubles the usual number of gear ratios—provides a low and high for each transmission gear—supplies the right ratio for any road condition. Its low low affords extra pulling power for starts, and high high gives faster road speed. This permits the engine to run without "laboring". . . results in less wear on vital power transmitting parts . . . less consumption of gas and oil.

Yes, Eaton Axles more than pay for themselves in reduced maintenance, lower operating costs and increased trade-in value. Ask your truck dealer for proof.

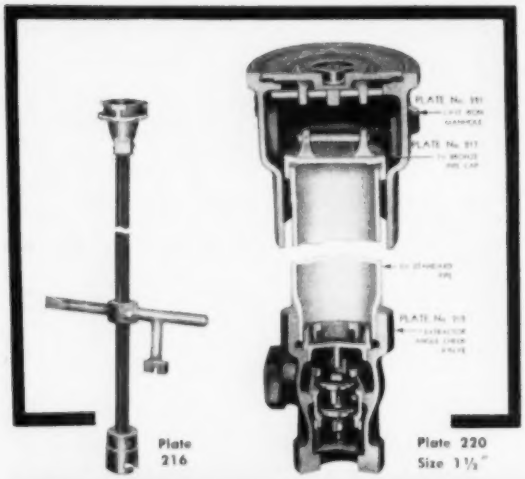
Axle Division
EATON MANUFACTURING COMPANY
CLEVELAND, OHIO

PRODUCTS: SODIUM COOLED, POPPET, AND FREE VALVES • TAPPETS • HYDRAULIC VALVE LIFTERS • VALVE SEAT INSERTS • JET ENGINE PARTS • ROTOR PUMPS • MOTOR TRUCK AXLES • PERMANENT MOLD GRAY IRON CASTINGS • HEATER-DEFROSTER UNITS • SNAP RINGS SPRINGTITES • SPRING WASHERS • COLD DRAWN STEEL • STAMPINGS • LEAF AND COIL SPRINGS • DYNAMATIC DRIVES, BRAKES, DYNAMOMETERS

NOW—JIFFY-QUICK EXTRACTION OF

ANGLE CHECK VALVES

Simplifies Servicing—Saves Time and Temper—
Avoids Damage to Parts and Connections



Inspired by the success of the McDonald Foot Valve Extractor, the McDonald Angle Check Valve Extractor now offers complete assurance of peak check valve performance at all times. While the McDonald-engineered angle check valve reduces the need for service, the quick-extraction feature simplifies and speeds action when service is required . . . Fully tested and performance-proved, the Plate 220 assembly includes cast-iron manhole, bronze pipe cap and Plate 215 Angle Check Valve shown below. The wrench (Plate 216) is ordered separately. Write for full description and prices.

A. Y. McDONALD MFG. CO.

The Home of the Swing Joint

Dubuque, Iowa

There's a McDonald Branch or Distributor Near You

McDONALD DOUBLE POPPET ANGLE CHECK VALVES WITH REMOVABLE CAGE ASSEMBLY . . .

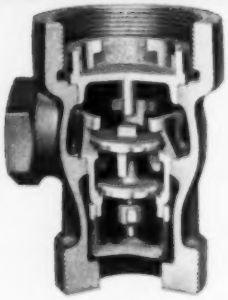


Plate 215

Both these valves have 3½" male threads at bottom of valve body which eliminate an extra nipple and bushing and permit attaching valve directly into tank flange.

Plate 215-W

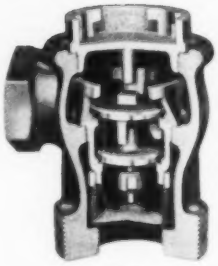


Plate 215-N

(Furnished with Plate 220 assembly.) 3½" female pipe threads in top collar of casting permit connection to surface as illustrated. Valve may also be used separately for direct connection to Flush Fill Box at surface.

Wrench is made of malleable iron with bronze socket. May be used with Plates 215 and 215-N for near-surface installations.

The same construction as Plate 215 except that it does not have 3½" female pipe threads at top of casting. Strainer in valve body keeps out foreign matter, protects seats, pump and meter.

McDONALD

J. P. Mosher, Jr., Market Editor, NPN and Platt's OILGRAM Price Service, 50 West 50th St., New York (20), COLumbus 5-1695 Other OILGRAM News Bureaus: Cleveland (13), 1213 West 3rd St., CHerry 1-5672 • Chicago (5), 59 East Van Buren St., HArrison 7-5901 • Tulsa (3), 901 World Building, 3-7132 • Washington (4), 1046 National Press Building, NAtional 2477 • Houston (2), 520 First National Bank Bldg., ATwood 4312.

Product Prices Advance in Most Districts

Prices for refined products surged upward in a number of principal refining and marketing districts of the nation in mid-December. Increased prices on the West Coast featured crude oil markets; crude prices east of the Rockies, however, generally were unchanged.

Highlights of the week were:

Dec. 12—Crude prices boosted on the West Coast, and heavy fuels from 15 to 20c per bbl., by Standard Oil Co. of California;

Chicago Independents boosted light fuel prices 0.7c, heavy fuels from 0.45 to 0.5c per gal., with new tank wagon prices 14.5c for No. 1, 13.5c for No. 2, 9.5c for No. 5 and 8.8c for No. 6.

Dec. 14—Retail gasoline prices advanced 0.3c at company-operated service stations of Standard Oil Co. (Ohio) at most points in the state of Ohio.

Dec. 15—Heating and Diesel oil prices hiked 0.1c generally throughout five states in the Southeast by Standard Oil Co. (Kentucky);

Dec. 16—Standard of Indiana went part way in meeting fuel oil price boost initiated by Chicago Independents (see above). The Indiana company advanced its tank wagon prices for light fuels 0.5c, heavy fuels 0.4c per gal. in Chicago (see p. 42 for new prices).

Natural gasoline prices, reversing a seasonal trend, quoted 0.5c higher—6.875c, Group 3, and 6.375c, Breckenridge—by one manufacturer in the Mid-Continent.

In addition, tank car prices, FOB Oklahoma, were up generally on the lows in amounts ranging from 0.125 to 0.25c for light fuel oils and 10c per bbl. for heavy fuel.

When advancing prices, the majority of refiners cited higher costs, either in manufacturing or transporting, and larger demands for their products than they themselves could supply. In some instances, price advances were pointed up as a return from "subnormal" quotations.

At NPN press time, however, there was some question as to whether the higher prices, especially for crude oil, would stick. Economic Stabilization Agency at Washington was investigating the California price boost and the 15c increase in Penna. Grade crudes on Dec. 9 (see p. 23 of this issue).

In most instances, refined product prices appeared to work upward because bids by spot buyers failed to bring out supplies at lower price levels. This was especially true of heavy fuel, FOB Group 3, up 10c to $1.75, where one buyer settled for nine cars at $1.835 per bbl. Similar reports of buyers scaling upward their bids for spot quantities were made of heavy fuel at the Gulf, New York Harbor and Chicago and for distillates and lube oils in practically all principal refining districts.

California Standard's increase in its prices for crude oil in California was its fourth boost this year for heavy crudes but its first for gravities above 25 gravity.

Generally, the California company advanced 14 gravity crudes 25c per bbl., with prices for higher gravity grades raised by lesser amounts. New prices in two fields are cited as typical (amount of increase in parentheses):

Signal Hill—18 gravity, $1.93 (17c); 21 gravity, $2.07 (20c); 32 gravity, top grade in this field, $2.68 (4c).

Cymric—12 gravity, $1.64 (25c); 14 gravity, $1.72 (25c); 21 gravity, $2.18 (16c); 40 gravity, $2.97 (3c).

Standard's increase in heavy crudes meets the 25c boost posted by Union Oil on Oct. 23 (see Oct. 25 NPN), and brings the total amount of increase in 14 gravity by Standard this year to 60c per bbl.

Union Oil met Standard of California's increase on gravities above 25 gravity in revised crude price bulletin dated Dec. 12.

Standard's new prices for bunker "C" fuel, ships' bunkers, all up 20c per bbl., are: San Pedro, $1.70; Richmond (San Francisco), $1.75; Willbridge, Ore.; and Seattle, $2.00. The company's tank car prices for light and heavy fuels also were advanced 15c, with El Segundo, Calif., prices $2.20 for light fuel (PS300) and $1.90 for heavy fuel (PS400).

In Ohio, Standard Oil Co. (Ohio) boosted its gasoline prices 0.3c per gal. at retail only on all grades of gasoline at the company's service stations. The new price for regular grade was 19.5c, except at Akron where the new price was 18.8c (ex 5.5c state and federal taxes).

"This increase reflects a general strengthening in gasoline prices at the retail level, due to a recent general increase in labor costs at service stations throughout the state," the company said.

In other areas, reports pointed to the clearing up of price wars on gasoline.

The majority of Philadelphia service stations reportedly have raised regular grade prices to 19.4c per gal. (ex 6.5c state and federal taxes), 0.3c below the price at most stations before the war began last summer. Some private brand dealers were said to be still selling 2c lower.

The price war that began late in August in Kansas City also ended, according to reports to NPN. The rollback to "pre-war" status began with branded stations within the city charging 18.9c for regular and private brand dealers 16.9c, ex state, city and federal taxes totaling 5c per gal.

In the Southeast, following 0.1c hike in heating oil and Diesel fuel prices, Kentucky Standard quoted 11.1c, tank cars, for kerosine and 10.1c for No. 2 fuel at Jacksonville, Port Everglades and Savannah. The same two products were posted 10.4c and 9.5c, respectively, at Mobile and Pensacola.

The advance was prompted by higher tanker transportation costs and recent advances in Gulf Coast prices for gas oils, Standard said.

At Baltimore, an advance of 0.2c per gal. to 12.1c in its tank car prices for regular-grade gasoline was posted by Esso Standard. The company's tank wagon price

Summary of Daily Gasoline Prices (Dec. 12 through Dec. 18)

	Monday Dec. 18	Friday Dec. 15	Thursday Dec. 14	Wednesday Dec. 13	Tuesday Dec. 12
Motor Gasoline 93 Oct. R (Premium):					
Oklahoma (Group 3)	11.375	11.375	11.375	11.375	11.375
Midwestern (Group 3 basis)	11.375	11.375	11.375	11.375	11.375
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	12.75-13.25	12.75-13.25	12.75-13.25	12.75-13.25	12.75-13.25
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	12.5	12.5	12.5	12.5	12.5
E. Tex. (For shpt. to Tex.&N.M. dest'ns)	12	12	12	12	12
Cent. W. Tex. (Truck Tnsp.)	12	12	12	12	12
Motor Gasoline 90 Oct. R (Premium):					
Oklahoma (Group 3)	(3)11.375-11.75	(2)11.375-11.75	(3)11.375-11.75	(2)11.375-11.75	(2)11.375-11.75
Midwestern (Group 3 basis)	(2)11.375-11.875	(2)11.375-11.875	(2)11.375-11.875	11.375-11.875	11.375-11.875
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	----	----	----	----	----
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	12	12	12	12	12
E. Tex. (For shpt. to Tex.&N.M. dest'ns)	11.75-12	11.75-12	11.75-12	11.75-12	11.75-12
Motor Gasoline 88 Oct. R (Premium):					
Oklahoma (Group 3)	(2)11.375-11.75	(2)11.375-11.75	x(2)11.375-11.75	10.875-11.75	10.875-11.75
Midwestern (Group 3 basis)	11.25	11.25	x11.25	10.875-11.75	10.875-11.75
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	(3)12-12.75	(3)12-12.75	(3)12-12.75	(3)12-12.75	(3)12-12.75
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	12(3)	12(3)	12(3)	12(3)	12(3)
E. Tex. (Truck Tnsp.)	11.75-12.5	11.75-12.5	11.75-12.5	11.75-12.5	11.75-12.5
Cent. W. Tex. (Truck Tnsp.)	12	12	12	12	12
Motor Gasoline 86 Oct. R (Premium):					
Oklahoma (Group 3)	11.375-11.5	11.375-11.5	x11.375-11.5	10.875-11.5	10.875-11.5
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	12(3)	12(3)	12(3)	12(3)	12(3)
E. Tex. (Truck Tnsp.)	11.5-12.5	11.5-12.5	11.5-12.5	11.5-12.5	11.5-12.5
Motor Gasoline 84 Oct. R (Regular):					
Oklahoma (Group 3)	10.375	10.375	10.375	10.375	10.375
Midwestern (Group 3 basis)	10.375(2)	10.375(2)	10.375(2)	10.375(2)	10.375(2)
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	11.25-11.5	11.25-11.5	11.25-11.5	11.25-11.5	11.25-11.5
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	11.25	11.25	11.25	11.25	11.25
E. Tex. (Truck Tnsp.)	10.75	10.75	10.75	10.75	10.75
Cent. W. Tex. (Truck Tnsp.)	11.25	11.25	11.25	11.25	11.25
Motor Gasoline 82 Oct. R (Regular):					
Oklahoma (Group 3)	(3)10.375-10.75	(3)10.375-10.75	x(3)10.375-10.75	9.875-10.75	9.875-10.75
Midwestern (Group 3 basis)	(2)10.375-10.875	(2)10.375-10.875	x(2)10.375-10.875	9.875-10.875	9.875-10.875
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	(2)10.75-11.7	(2)10.75-11.7	(2)10.75-11.7	(2)10.75-11.7	(2)10.75-11.7
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	11(2)	11(2)	11(2)	11(2)	11(2)
E. Tex. (Truck Tnsp.)	10.5-11(3)	10.5-11(3)	10.5-11(3)	10.5-11(3)	10.5-11(3)
Cent. W. Tex. (Truck Tnsp.)	10.75	10.75	10.75	10.75	10.75
Motor Gasoline 80 Oct. R (Regular):					
Oklahoma (Group 3)	(2)10.375-10.625	(2)10.375-10.625	x(2)10.375-10.625x	9.875-10.5	9.875-10.5
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	10.75	10.75	10.75	10.75	10.75
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	11(2)	11(2)	11(2)	11(2)	11(2)
E. Tex. (Truck Tnsp.)	----	----	----	----	----
Cent. W. Tex. (Truck Tnsp.)	----	----	----	----	----
Motor Gasoline 60 Oct. M. & below:					
Oklahoma (Group 3)	9.625-10	9.625-10	9.625-10	9.625-10	9.625-10
Midwestern (Group 3 basis)	(2)9.75-9.875	(2)9.75-9.875	(2)9.75-9.875	(2)9.75-9.875	(2)9.75-9.875
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	(2)9.75-10.8	(2)9.75-10.8	(2)9.75-10.8	(2)9.75-10.8	(2)9.75-10.8
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	10.375-10.5(3)	10.375-10.5(3)	10.375-10.5(3)	10.375-10.5(3)	10.375-10.5(3)
E. Tex. (Truck Tnsp.)	9.875-10.5	9.875-10.5	9.875-10.5	9.875-10.5	9.875-10.5
Cent. W. Tex. (Truck Tnsp.)	9.5-10.5	9.5-10.5	9.5-10.5	9.5-10.5	9.5-10.5
Motor Gasoline 93 Oct. R (Premium):					
New York harbor	14.75-15	14.75-15	14.75-15	14.75-15	14.75-15
New York harbor, barges	14.65-14.9	14.65-14.9	14.65-14.9	14.65-14.9	14.65-14.9
Philadelphia	15.15-15.2	15.15-15.2	15.15-15.2	15.15-15.2	15.15-15.2
Philadelphia, barges	15.05	15.05	15.05	15.05	15.05
Baltimore	x(2)13.1-15(2)	12.9-15(2)	12.9-15(2)	12.9-15(2)	12.9-15(2)
Baltimore, barges	13x	12.8-14.55	12.8-14.55	12.8-14.55	12.8-14.55
Motor Gasoline 90 Oct. R (Premium):					
New York harbor	(2)13.85-14.35	(2)13.85-14.35	(2)13.85-14.35	(2)13.85-14.35	(2)13.85-14.35
New York harbor, barges	(2)13.75-14.25	(2)13.75-14.25	(2)13.75-14.25	(2)13.75-14.25	(2)13.75-14.25
Philadelphia	15.15	15.15	15.15	15.15	15.15
Philadelphia, barges	15.05	15.05	15.05	15.05	15.05
Baltimore	x13.1-14.05	12.9-14.06	12.9-14.05	12.9-14.06	12.9-14.06
Baltimore, barges	13x	12.8	12.8	12.8	12.8
Motor Gasoline 86 Oct. R (Regular):					
New York harbor	(3)12.85-13.6	(3)12.85-13.6	(3)12.85-13.6	(3)12.85-13.6	(3)12.85-13.6
New York harbor, barges	(2)12-13.4	(2)12-13.4	(2)12-13.4	(2)12-13.4	(2)12-13.4
Philadelphia	(2)13.7-13.9	(2)13.7-13.9	(2)13.7-13.9	(2)13.7-13.9	(2)13.7-13.9
Philadelphia, barges	13.6-13.8	13.6-13.8	13.6-13.8	13.6-13.8	13.6-13.8
Baltimore	x(4)12.1-13.5(2)	(2)11.9-13.5(2)	(3)11.9-13.5(2)	(3)11.9-13.5(2)	(3)11.9-13.5(2)
Baltimore, barges	12x	x12-13.3	11.8-13.3	11.8-13.3	11.8-13.3
Motor Gasoline:					
Western Penna., Bradford-Warren:					
86 Oct. R (Prem)	13.75-14(2)	13.75-14(2)	13.75-14(2)	13.75-14(2)	13.75-14(2)
83 Oct. R (Regular)	(2)12.75-13	(2)12.75-13	(2)12.75-13	(2)12.75-13	(2)12.75-13
Western Penna., Oil City:					
86 oct. R (Prem)	x13.75-13.9	13.4-13.9	13.4-13.9	13.4-13.9	13.4-13.9
83 Oct. R (Regular)	x12.75-12.9(2)	12.4-12.9(2)	12.4-12.9(2)	12.4-12.9(2)	12.4-12.9
Western Penna., Pittsburgh:					
86 Oct. R (Prem)	13.9(2)	13.9(2)	13.9(2)	13.9(2)	13.9(2)
83 Oct. R (Regular)	12.9(2)	12.9(2)	12.9(2)	12.9(2)	12.9(2)

Note: Research octane ratings, indicated by the letter "R", are minimum ratings. Motor method octane ratings, where used, are indicated by the letter "M".

for Esso (regular) gasoline at Baltimore was unchanged at 14.5c.

At New York Harbor, commercial and industrial propane prices were up 1c per gal. when one supplier increased his price to 8c for tank car lots.

Aside from lubricating oils, heavy fuels appeared to be in biggest demand. Higher industrial and marine activity in connection with rearmament were factors causing refiners and marketers to seek additional lots of bunker oil.

Company by company, trade sources sized up the Gulf Coast residual situation as follows:

One major has taken on additional utility business for 1951, now is unable to make general cargo offerings. Second major, in balance on residual after buying about 20 cargo lots, is soliciting no new business. Third major reserves all heavy fuel production for its parent company, currently short on its marketing commitments. A fourth major, recently "long" on residual, sold several cargoes, now is said to be willing to buy them back. Four other majors are potential buyers of supplemental lots, two because of expanded retail and wholesale sales and the other two because yields of residual normally fall short of their marketing requirements.

Independent Gulf refiners for the most part said their heavy fuel is committed far in advance.

Explanations of Price Tables

The reader's attention is directed to the following explanations which apply to the Summary of Daily Gasoline Prices appearing on page 34 and the price tables appearing on pages 37-42 of this issue.

The letter "X" indicates a change in price; if the change is on the low of the price range, the "X" is adjacent to the low; if the change is on the high of the price change, the "X" is adjacent to the high; a change from one flat price to a higher or lower flat price, or elimination of the low of a price range, is indicated with an "X" to the left of the new price; elimination of the high of a price range is indicated with an "X" to the right of the new price.

Parenthetical figures indicate number of companies quoting when two or more companies quoted the price shown. In the Gulf Coast Cargo table on p. 40, all prices reported are shown. In all other tables, only the lows and highs of the ranges of prices are shown; no attempt is made to show prices within the lows and the highs, and therefore no attempt is made to indicate the number of companies contacted for prices for each product. Nearly 200 primary suppliers (refiners and tanker terminal operators), plus an even larger number of other sources (jobbers, compounders, consumers, distributors, brokers, tank car marketers, etc.) are contacted for prices at regular intervals.

ATLANTIC COAST

Distillate Prices Point Upward

A general 0.1c per gal. advance in distillate prices by Kentucky Standard in the Southeast, and 0.25c boost in his barge price by an Independent at New York Harbor, showed clearly the trend in seaboard light fuel prices in mid-December. While the majority of suppliers made no changes in their schedules, one major commented that "increases were warranted" for distillates and residuals. Other suppliers reported they were receiving higher bids from spot buyers than they were quoting to regular customers.

Prices for kerosine ranged up to 11.1c per gal. at Jacksonville, Port Everglades and Savannah, and to 10.4c at Mobile and Pensacola, all up 0.1c on the highs. No. 2 fuel prices at the first three points ranged up to 10.1c.

At New York Harbor, barge prices for No. 2 fuel ranged 0.25c higher when an Independent disclosed sale of a "large lot" at 9.25c, adding that he was asking that price for additional business. There was little doubt that more "additional business" was available than he could supply, for many harbor suppliers, quoting 9c barges to their regular accounts, reported receiving bids of 9.25c from "outside" buyers.

A similar situation was described for heavy fuel at New York. The majority of suppliers continued to quote $2.15 per bbl. for barge lots, but restricted that price to their regular customers. They solicited no new business for the most part, and at the same time received frequent bids of $2.25 from spot buyers.

Gasoline, with the exception of one open spot barge sale, was quiet, one 10,000-bbl. barge lot of regular was reported sold at New York harbor at 12c per gal. Harbor suppliers' quotations for regular gasoline, 86 oct. Research, ranged from 12 to 13.4c per gal.

Crude Oil Prices

California Standard advances prices in all California fields (see p. 33 of this issue).

No other changes reported in week ended Dec. 16. For complete crude price schedules, see Nov. 29 NPN, p. 46-47; these pages, however, do not reflect Dec. 12 changes by California Standard, nor Dec. 9 changes in Penna. grade crudes (see Dec. 13 NPN, p. 38).

GULF COAST

Fuel Oil Offerings Continue Light

Continued dearth of fuel oil offerings, and "more serious" inquiry or kerosine, No. 2 and bunker "C" oils, were reported at the Gulf the middle of December. Prices generally were unchanged, and traders declared that quotations for gasoline show little or no seasonal tendency to ease.

The majority of refiners indicated they were not potential sellers of heating oils or heavy fuel to other than regular-customer buyers.

One major refiner, in the market for additional No. 2 fuel, said all he could find was "one or two cargo offerings," and these were priced from 8 to 8.125c per gal.

One offering of kerosine was disclosed at "around 9c" and another small lot at "1c over low quoted price, date of lifting." For cargo quantities, kerosine ranged from 8.5 to 9c per gal.

One refiner, in the market for a cargo of bunker "C" fuel, said he was unable to find any quoted to the general trade at $1.75. Prices for heavy fuel ranged from $1.75 to $1.90, and applied mostly to sales to regular accounts.

Continued firmness in prices for gasoline was cited by a number of traders. One major commented that gasoline prices were "firmer than in November."

An up-river inquiry also was reported for 25,000 bbls. per month of regular-grade gasoline beginning January, 1951. Another inquiry called for a cargo of regular grade, 86 oct. Research and one cargo of No. 2 fuel.

MID-CONTINENT

Fuel Oil Prices Range Higher

Light and heavy fuel prices ranged higher in most areas of the Mid-Continent the past week, as buyers continued to bid "premiums" for both products. "Panic buying," however, had subsided slightly toward end of week, refiners said. Gasoline picture generally remained unchanged, except in Oklahoma, while lubricating oils were quoted higher by several refiners.

No. 6 fuel prices ranged upward from $1.75 per bbl. in all areas except Kansas, East Texas and West Texas, where low quoted prices were $1.70 in Kansas, and $1.65 in other two. Majority of refiners said regular-customer demand was taking bulk of their heavy fuel and as a result, buyers were offering as high as $2.00 in some districts for "spot material."

Burning oils also were in good demand, and buyers reportedly were offering to pay "0.25c over low published prices" for most grades. But, clean tank cars, too, were scarce and this hampered open market trading. Regular customers, meanwhile, were "flooding" most refiners with shipping instructions. Prices were up in East Texas, Kansas, Oklahoma and Arkansas when refiners raised their quotations.

South Texas and Mid-Continent Solvent lube prices also ranged higher at end of week. Range lows for solvent bright and neutrals were up when two refiners reported increases. One refiner upped his quotations for South Texas lubes in amounts ranging from 0.5 to 1.5c per gal. Other price changes during week left gasoline priced higher in Oklahoma.

Sales during week included 12 cars of No. 1, sold "at 0.25c over the low," Group 3; "a few" cars of No. 3 "at the low," Group 3; 10 cars of No. 6 at $1.75, Group 3; 9 cars of No. 6 at $1.835, Group 3; 5 cars of No. 5 at $1.90, Group 3; 50 cars at No. 6 at $1.85, Group 3; and 10 cars of No. 1 at "0.25c over low published price," Group 3.

NPN Gasoline Index

	Cents Per Gal. Dealer T.W.	Tank Car
Dec. 18	15.40	11.62
Month Ago	15.45	11.61
Year Ago	14.60	10.98

Dealer index is an average of dealer tank wagon prices markets for regular-grade gasoline, FOB refineries or terminals in Philadelphia, Jacksonville, Boston, and Gulf Coast.

Tank car index is weighted average of following wholesale markets: Okla., Midwestern, W. Penna., Calif., N. Y. Harbor, ex tax in 50 cities.

WESTERN PENNA.

Lubes Quoted Higher; Products Strong

Refiners in Western Penna. quoted higher for all lubricating oils, wax, some grades of petrolatum, and most fuel oils in the week ended Dec. 16. Demand remained heavy for lubes and specialty products, and at the same time continued tightness and open market scarcity of most products was indicated generally. Buyers described cylinder stocks as "unobtainable."

Demand for gasoline and fuel oil was seasonal. However, low inventories of most refiners lent strength to these products also and in some districts fuel oil was closely held. Some refiners were refusing new fuel oil customers.

Bright stock, 25 pour, was quoted 1c higher at 30 to 31c. Purchase at 30c was disclosed by one buyer who formerly had paid 28c, and other sales of "small quantities at 30c and over" also were reported. Several refiners at the end of the week stated that bright could not be purchased "below 30c."

Neutrals also were quoted 1c higher with 25 pour 200 vis. at 28 to 30c, and 25 pour 150 vis. at 27 to 29c. Neutrals were "nearly as strong as bright," according to some refiner-buyers. In one instance, inter-refinery sale of 150 vis. at 30c was disclosed.

Cylinder stocks were quoted 2c higher by two refiners as follows: 600 s.r., 27c; 650 s.r., 27c; 600 flash, 29c; and one refiner quoted 630 flash at 30c.

Scale wax was quoted 0.25c higher at 6.25 to 7c per lb. in tank cars. Buyers indicated continued tightness in prompt material. Petrolatum refiners also increased their prices. Snow white, quoted at 7.5 to 8.625c per lb., FOB refinery, was sold for export at 9c, FAS New York; amber, quoted at 5.125 to 5.375c was sold at 6c, FAS New York.

Quotations for kerosine and most fuel oils were 0.25 to 0.875c higher in all districts. Pittsburgh district refiners quoted Stoddard solvent 1c higher at 15c; kerosine 0.875c higher at 11.625 to 11.75c; and No. 2 fuel at 11 to 11.375c, up 0.625c.

CHICAGO DISTRICT

Fuel Oil Supplies Tighten, Prices Up

Several factors affecting supply and distribution produced a rigid tightness in light and heavy fuels in Chicago District, according to reports last week. Prices were higher.

Gasoline supplies at refineries showed general improvement due to continued cold weather and bad driving conditions. Prices, however, were steady.

A slow-down in transport truck deliveries due to slippery pavements, switchmen's strike, halted barge traffic at Marseilles, Ill., because of a sunken barge, continued cold weather and shutdown in January for repairs of Brand Road locks, all tended to further tighten fuel supplies and prices.

Range oil quotation ranged from 11.375 to 11.5c, up 0.125c on the low; No. 2 was quoted at flat 10.5c, up 0.25c, FOB Chicago District. Several trade sources said the two products had been sold at 12.5c and 11.5c, respectively, and generally represented Group 3 tank car prices plus freight to Chicago.

Quotations for low sulfur No. 5 fuel ranged from 8.3 to 8.35c, up 0.4c on the low and 0.2c on the high; No. 5 high sulfur from 8.1 to 8.25c, up 0.2c and 0.1c, respectively. Two terminal operators withdrew from the No. 5 market "pending arrival of some barges."

No. 6 fuel was strong and held closely during the week, but no price changes were reported. One trader disclosed sales of No. 6 fuel at 7.25c per gal. and purchases in "drabs" at 7.25c and 7.3c for resale. Quotations ranged from 6.85 to 7.55c, Chicago District.

CENTRAL MICHIGAN

Distillates Tight, Prices Edge Higher

Tightening supplies of light fuels caused price ranges to widen in the second week of December as one refiner reported an "across-the-board" advance for both light and heavy grades.

Refiner's 0.3c advance covering all products except gasoline raised range highs for range oil, Prime white and No. 2 fuel by the same amount. Quotations for range oil were 11.55 to 12.55c, Prime white from 11.5 to 12.3c and No. 2 from 10.9 to 11.55c.

Some trade sources said recent entry into the state of 14,000 B/D of "outside" crude oil by pipe line may bring relief in tightness of heavy fuels within five or six weeks.

MIDWESTERN (Chicago-E. St. Louis Area)

Prices Up 0.125-0.25c for Most Fuels

All fuel oils tightened in the Midwest last week and refiners reported increases of 0.125c and 0.25c in their prices for light grades, 10c per barrel for heavy grades. Increases came as result of three weeks of peak consumption that brought a profusion of buyers to open market bidding "premiums."

Refiners' prices for two grades of gasoline also ranged higher when one withdrew his quotations on material offered for tank car shipment outside Oklahoma.

Refiners quotations for 42-44 kerosine ranged from 9.125 to 9.375c, up on the low; 41-43 kerosine ranged from 9 to 9.375c, up 0.125c on the low and 0.375c on the high; range oil was quoted at 9.125c, up 0.25c; No. 1 fuel, 8.875 to 9.25c, up 0.125c on the low and 0.375c on the high; and No. 2 fuel, 8.125 to 8.625c, up 0.375c on the high.

Marketers generally said distillates were not available to them for resale at the low quotations reported by refiners. The limited quantities available to resellers, they said, ranged in price from 0.125c to 0.375c "over the lows."

Refiners' quotations for No. 6 fuel were advanced to $1.75 per bbl., Group 3, up 10c; marketers asked 10c to 15c per bbl over this quotation. Sale was disclosed by a marketer of 10,000 bbls. of No. 6 fuel at "5c per bbl. over low quotation in *Chicago Journal of Commerce*, date of shipment," for resale.

Lube Price Boosts Bring Index Rise

WASHINGTON—Over-all oil price index rose 0.2% during week ended Dec. 12, due entirely to a 3.6% increase in lubricating oil index. Bureau of Labor Statistics current index does not reflect crude increases made Dec. 9 by Pennsylvania producers and Dec. 12 by California Standard.

Following is bureau's complete index, based on *Platt's Oilgram* quotations, for weeks ended on dates indicated (1947 equals 100):

	Dec. 12 1950	Dec. 5 1950	Dec. 13 1949	% Change Dec. 12, 1950 from Dec. 5, 1950
Crude and Products	122.1	121.8	111.2	+0.2
Crude	133.0	133.0	132.5	—
Refined products	120.0	119.7	107.1	+0.3
Gasoline	127.0	127.0	119.5	—
Kerosine	127.0	127.0	111.2	—
Distillate fuels	129.3	129.3	118.1	—
Residual fuels	97.2	97.2	79.1	—
Lubricating oils	89.9	86.8	57.7	+3.6
Natural gasoline	107.1	107.1	98.2	—

Prices at Refineries and Terminals and by Tank Wagon

PRICES IN EFFECT DEC. 18

Prices herewith are reproduced from Platt's OILGRAM Daily Oil Price Service, associated with National Petroleum News, whose representatives in all NPN-OILGRAM offices devote their time exclusively to reporting oil industry prices everywhere.

Prices shown in tables are sales prices or quotations or general offers or posted prices by refiners, by pipeline terminal operators, and by tanker terminal operators; for current sales and shipments; for the business day or period stated; except Tank Wagon prices, prices are for bulk lots such as tank car, truck transport, barge; prices applying to barges or cargoes or truck transport lots only, so designated; FOB refineries or terminals; in cents per gal., except per bbl. where $ sign is shown; wax and petrolatums in cents per pound; ex all fees and taxes; for crude oil and its products lawfully produced and transported; reported as received by *OILGRAM* and National Petroleum News but not guaranteed; for subscribers' private use only and not for resale or distribution or publication. During periods of short supply, some sellers and at times all sellers, withhold quotations to new customers or the posting of firm prices but give *OILGRAM* the prices they otherwise would quote to the trade in general and which they confine to their regular customers only, and such prices appear in the price tables. Octane ratings are ASTM; Research Method ratings, indicated by letter R, are minimum ratings. Motor Method ratings are indicated by letter M. For further details of price conditions apply to any *NPN—OILGRAM* office or see back of any *OILGRAM* Price Service invoice.

For complete price service delivered daily from nearest *OILGRAM* publishing office, New York, Cleveland and Houston, address Platt's Price Service, Inc., 1213 West 3rd St., Cleveland (13), Ohio. Annual subscription rate in U. S.: $150 per year, payable in advance.

GASOLINE

OKLAHOMA (Group 3)

93 Oct. R Prem.	11.375
90 Oct. R Prem.	(3)11.375–11.75
88 Oct. R Prem.	x(2)11.375–11.75
86 Oct. R Prem.	x11.375–11.5
84 Oct. R Reg.	10.375
82 Oct. R Reg.	x(3)10.375–10.75
80 Oct. R Reg.	x(2)10.375–10.625x
60 Oct. M & below	9.625–10

MIDWEST (Group 3 basis)

93 Oct. R Prem.	11.375
90 Oct. R Prem.	(2)11.375–11.875
88 Oct. R Prem.	x11.75
84 Oct. R. Reg.	10.375(2)
82 Oct. R Reg.	x(2)10.375–10.875
60 Oct. M & below	(2)9.75–9.875

N. TEX. (For shpt. to Tex. & N.M. dest'ns.)

93 Oct. R Prem.	12.75–13.25
90 Oct. R Prem.	....
88 Oct. R Prem.	(3)12–12.75
84 Oct. R Reg.	11.25–11.5
82 Oct. R Reg.	(2)10.75–11.7
80 Oct. R Reg.	10.75
60 Oct. M & below	(2)9.75–10.8

W. TEX. (For shpt. to Tex. & N.M. dest'ns.)

93 Oct. R Prem.	12.5
90 Oct. R Prem.	12
88 Oct. R Prem.	12(3)
86 Oct. R Prem.	12(3)
84 Oct. R Reg.	11.25
82 Oct. R Reg.	11(2)
80 Oct. R Reg.	11(2)
60 Oct. M & below	10.375–10.5(3)

E. TEX. (Truck inspt.)

93 Oct. R Prem.	12
90 Oct. R Prem.	11.75–12
88 Oct. R Prem.	11.75–12.5
86 Oct. R Prem.	11.5–12.5
84 Oct. R Reg.	10.75
82 Oct. R Reg.	10.5–11(3)
80 Oct. R Reg.	....
60 Oct. M & below	9.875–10.5

CENT. W. TEX. (Truck Transpt.)

93 Oct. R Prem.	12
88 Oct. R Prem.	12
84 Oct. R Reg.	11.25
82 Oct. R Reg.	10.75
80 Oct. R Reg.	....
60 Oct. M & below	9.5–10.5

ARK. (For shipment to Ark. & La.)

86 Oct. R Prem.	11.75
80 Oct. R Reg.	10.75
60 Oct. M & below	9.625

KANSAS (For Kansas destinations only)

90 Oct. R Prem.	11.6
88 Oct. R Prem.	(2)11.6–12.625
86 Oct. R Prem.	(2)11.6–12
82 Oct. R Reg.	10.6(2)
80 Oct. R Reg.	(2)10.6–11.625
60 Oct. M & below	9.6–10.875

WESTERN PENNA.

Bradford-Warren:	
86 Oct. R Prem.	13.75–14(2)
83 Oct. R Reg.	(2)12.75–13
Oil City:	
86 Oct. R Prem.	x13.75–13.9
83 Oct. R Reg.	x12.75–12.9(2)
Pittsburgh:	
86 Oct. R Prem.	13.9(2)
83 Oct. R Reg.	13.9(3)

CENTRAL MICHIGAN

(FOB Central Michigan refineries)

90 Oct. R Prem.	(2)14–14.5
86 Oct. R Prem.	13.25–14.25
84 Oct. R Reg.	(3)13–13.5
82 Oct. R Reg.	12.25–12.5
Str. run gasoline, excl. Detroit shpt.	(4)10.5–12.125

OHIO—Quotations of S. O. for delivery to Ohio points:

83 Oct. R Reg.	14.0

CALIFORNIA

Los Angeles dist.:	
80-82 Oct. M Prem.	12.5–16.5
74-76 Oct. M Reg.	13–14(2)
San Fran. dist.:	
80-82 Oct. M Prem.	16.25–17
74-76 Oct. M Reg.	14.25–14.5
San Joaquin Valley dist.:	
80-82 Oct. M Prem.	16.25–17
74-76 Oct. M Reg.	14.25–14.5

LUBRICATING OILS

WESTERN PENNA.

Prices are for sales made, or offers reliably reported, to jobbers & compounders only.

VISCOUS NEUTRALS—No. 3 col. Vis. at 70° F. 200 Vis. (180 at 100°) 420-425 fl.

0 p.t.	x31.5
10 p.t.	x30.5
15 p.t.	x29.5
25 p.t.	x(2)28–30

150 Vis. (143 at 100°) 400-405 fl.

0 p.t.	x30.5
10 p.t.	x29.5
15 p.t.	x29.5
25 p.t.	x(2)27–29

Bright Stocks.

145-155 vis. at 210°, 540-550 fl., No. 8 col.

10 p.t.	x32.5
15 p.t.	x31.5
25 p.t.	x(1)30–31x

CYLINDER STOCKS:

600 S.R. filtered	x25(3)
600 S.R.	x27(3)
600 R	x29(2)
630 R	x30(2)

MIDCONTINENT LUBES

FOB Tulsa basis. Bright Stocks, vis. at 210° Neutrals, vis. at 100°, 0-10 p.p.

Neutral Oils—Conventional

Pale Oils	Col.	
60-85 vis.	2	15.5(2)
95-110 vis.	2	15.5–16
130 vis.	3	16.5–17.5
160 vis.	3	17.5–18
200 vis.	3	17.5–18.5(2)
250 vis.	3	18–19(2)
280 vis.	3	18.5–19.5(2)
300 vis.	3	19–20

Bright Stock—Conventional

200 vis. D:	
10-25 p.p.	x33
150-160 vis. D:	
0-10 p.p.	x29–30x
10-25 p.p.	x29–29.5x
120 vis. D:	
0-10 p.p.	x28–29x

Bright Stock—Solvent

150-160 vis. 0-10 p.p., 95 v.i.	x33.33x

Neutral Oils—Solvent

170-180 vis., 95 v.i.	x24–26.25x
200-210 vis., 90-85 v.i.	x24–26.5x
300 vis., 95 v.i.	x26.5–27.5x

Cylinder Stocks

600 S.R., olive green	25

SOUTH TEXAS (Neutral Oils)

(Vis. at 100° F. FOB refineries for domestic and/or export shipment.)

PALE OILS: VIS.	COLOR	
100	1½–2½	(2)12–12.5(4)
200	No. 2-3	(2)13–13.5(4)
300	No. 2-3	14(6)
500	No. 2½–3½	15(6)
750	No. 3-4	16(6)
1200	No. 3-4	(2)17–17.5(3)
2000	No. 4	(2)18–19(4)

LUBE COLORS GASOLINE
Fluorescent color for solvent extracted and additive lube oils.
Petroleum Colors
PATENT CHEMICALS, INC.
PATERSON 4, N. J.

LUBRICATING OILS for Tank Car Buyers
UNIFORM HIGH QUALITY
DEEP ROCK
DEEP ROCK OIL CORPORATION
618 South Michigan Avenue
Chicago 90, Illinois

Refinery & Terminal Prices (Continued)

PRICES IN EFFECT DEC. 18

(SOUTH TEXAS cont'd.)

RED OILS:

100 No. 5-6	12-12.5(4)
200 No. 5-6	(2)13-13.5(4)
300 No. 5-6	14(6)
500 No. 5-6	15(6)
750 No. 5-6	16(6)
1200 No. 5-6	(2)17-17.5(4)
2000 No. 5-6	(2)18-19(4)

Get them all at once!

Get more sales, lots of good will and extra profits . . . by shooting right down the middle of the sales alley with ELK-refined 100% Pure Pennsylvania products!

Nationally known and advertised for years, 100% Pure Pennsylvania lubricants are preferred by sellers and users alike. They move faster, earn better profits and assure complete consumer satisfaction.

Build your business as so many successful jobbers, distributors and compounders have done: add ELK-refined, 100% Pure Pennsylvania products to your lubricant line. It costs you nothing to find out how you can profit, marketing Elk-refined products in bulk or under your brand name. For complete details, write, wire or phone:

ELK REFINING COMPANY
KANAWHA VALLEY BUILDING
Phone 2-8161
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Refiners of Highest Quality Pennsylvania Grade Petroleum

Bright Stocks
Neutrals
Cylinder Stocks
Waxes

100% PURE PENNSYLVANIA ELK PRODUCTS

Charter Member of P.G.C.O.A.—Permit No. 25

KEROSINE, GAS & FUEL OILS

OKLAHOMA (Group 3)

41-43 w.w.	x9-9.375x
42-44 w.w.	x9-9.5x
Range oil	x9-9.25x
58 & above D.I. diesel	x8.9-9.375x
No. 1 p.w.	x(4)9-9.25(2)
No. 1 straw	x(3)9-9.25(2)
No. 2 straw	x(5)8.375-8.625(2)
No. 3	8-8.125
No. 6	x(6)$1.75-1.85

MIDWESTERN (Group 3 basis)

41-43 w.w.	x(3)9.25-9.375x
42-44 w.w.	x(4)9.25-9.5x
Range oil	x9.125
58 & above D.I. diesel	x8.9-9.5
No. 1 p.w.	x(4)9-9.25x
No. 2 straw	x(4)8.375-8.625(2)x
No. 6	x$1.75(4)

N. TEX. (For shpt. to Tex. & N.M. dest'ns.)

41-43 w.w.	8.75-9.5
42-44 w.w.	9(2)
58 D.I.	8.25-9.25
No. 2 straw	8-8.25
No. 6 fuel	x$1.75

W. TEX. (For shpt. to Tex. & N.M. dest'ns.)

41-43 w.w.	...
42-44 w.w.	10.5
58 & above D.I. diesel	9.5
No. 1 straw	9.25(2)
No. 2 straw	(2)8.5-9.25
No. 6 fuel	$1.65-1.80

E. TEX. (Truck trnspt.)

41-43 w.w.	x9-9.25(2)
42-44 w.w.	(2)9-9.5
58 & above D.I. diesel	8.25-9.25
No. 1 fuel	9.125
No. 2 fuel	8.5
No. 6	x(3)$1.70-1.85x

CENT. W. TEX. (Truck trnspt.)

41-43 w.w.	9-9.5
58 & above D.I. diesel	8.75-9.25
U.G.I. gas oil	8.5
No. 1 fuel	9.25
No. 2 fuel	8-9
No. 5 fuel	...
No. 6 fuel	x$1.75-2.00

KANSAS (For Kansas destinations only)

42-44 w.w.	9.2-10.25
58 & above Diesel	9.25-9.625
No. 1 fuel	9-10.25
No. 2 fuel	8.4-9.625
No. 4 fuel	...
No. 5 fuel	x$2.325-2.40x
No. 6 fuel	x(2)$1.75-2.00(2)

ARK. (For shipment to Ark., La.)

42-44 w.w.	x9.375
Tractor fuel	x9.5
Diesel fuel 52 & below	x9
Diesel fuel 58 & above	x9.375
No. 2 fuel	x8.5
No. 3 fuel	x8.125
No. 4 fuel	x$2.35
No. 5 fuel	x$2.15
No. 6 fuel	x$2.00

WESTERN PENNA.
Bradford-Warren:

Kerosine	x11(4)
No. 1 fuel	...
No. 2 fuel	x10.25-10.75x
No. 3 fuel	x10.25
36-40 gravity	x10

Oil City:

Kerosine	x(2)11-11.5x
No. 1 fuel	x(2)10.75-11x
No. 2 fuel	x(3)10.5-10.75x
No. 3 fuel	x10.5
36-40 fuel	x10.5

Pittsburgh:

Kerosine	x11.625-11.75
No. 1 fuel	x11.125-11.625
No. 2 fuel	x11-11.375
No. 3 fuel	...
36-40 fuel	x10.5-11

CENTRAL MICHIGAN

(FOB Central Michigan refineries.)

Range oil	11.55-12.55x
46-48 w.w. kero.	11.55-12.55x
P.W. distillate	(2)11.5-12.3x
No. 2 light straw	(2)10.9-11.55x
No. 3 straw	10.8-11.25
U.G.I. gas oil	(3)8.5-10
No. 5 fuel	(2)7.75-8.75
No. 6 fuel	(3)7.5-8.25

OHIO—Quotations of S.O. Ohio for delivery to Ohio points:

Kerosine	11.9
No. 1 Fuel	11.7
No. 2 Fuel	10.7
Diesel (Light & Med.)	11.7

CALIFORNIA

San Joaquin Valley:

40-43 w.w.	12.5-13
Heavy fuel (PS 400)	x$1.95-2.05
Light fuel (PS 300)	x$2.25(2)
Diesel fuel (PS 200)	10.4-11.5
Stove dist. (PS 100)	11.9-13

Los Angeles:

40-43 w.w.	(2)12-12.5
Heavy fuel (PS 400)	$1.70-2.00
Light fuel (PS 300)	x(2)$2.05-2.20(2)
Diesel fuel (PS 200)	7.5-11.2
Stove dist. (PS 100)	8.5-12.7

San Francisco:

40-43 w.w.	12.5-13
Heavy fuel (PS 400)	x$1.95-2.05
Light fuel (PS 300)	x2.25(2)
Diesel fuel (PS 200)	10.4-11.5
Stove dist. (PS 100)	11.9-13

Natural Gasoline

(Group 3 & Breckenridge prices are to blenders on freight Basis shown below. Shipments may originate in any Mid-Continent manufacturing district.)

FOB GROUP 3

Grade 26-70	x6.875(Quotes)

FOB BRECKENRIDGE

Grade 26-70	x6.375(Quotes)

Marketer of Petroleum Products

NEW ENGLAND PETROLEUM CORPORATION

New York **Boston**

Refinery & Terminal Prices (Continued)

PRICES IN EFFECT DEC. 18

CHICAGO DISTRICT PRICES

Prices to jobbers & distributors in tank car and/or truck transport lots FOB refineries, pipe line terminals and inland waterway barge terminals.

Motor Gasoline

60 Oct. R Prem.	13.5-14(3)
88 Oct. R Prem.	(2)13.5-13.75(2)
84 Oct. R Reg.	13(2)
82 Oct. R Reg.	(2)12.625-12.75(2)

Light Fuel Oils

Range oil	11.375-11.5
No. 2 Fuel	10.5(3)

Heavy Fuel Oils

No. 5, low sulfur	x8.3-8.35x
No. 5, high sulfur	x8.1-8.25x
No. 6, low sulfur	x7.35-7.5
No. 6, high sulfur	x(2)7.1-7.55x

WAX

WESTERN PENNA. (T.C., in Bulk)

White Crude Scale:

122-124 A.m.p.	x6.25-7
124-126 A.m.p.	x6.25-7

SEABOARD

Melting points are AMP, 3° higher than SMP. Prices are for carload lots, domestic prices are FOB refinery, scale in bags or bbls., fully refined, slabs loose. Export prices are FAS; scale in bags or bbls., fully refined in bags or cartons.

Crude Scale	N. Y. Domestic	N. Y. Export
124-6 wh.	x7.5(2)	7.7-5x
Fully Refined:		
123-5	6.95-7.45	
125-7	6.95-7.45(2)	7.65-8.15(2)
127-30	6.95-7.45(2)	7.65-8.15(2)
130-32		7.7-8.25
133-5	7.05-7.55(2)	7.75-8.25
135-7	7.2-7.7	7.8-8.4
138-40	7.55-8.05(2)	8.15-8.75(2)
143-5	8.3(2)	8.3-9(2)
149-51	9.55	11.25

NAPHTHAS AND SOLVENTS

(FOB Group 3)

Stoddard solvent	11.375(3)
Cleaners naphtha	11.875(2)
V.M.&P. naphtha	11.875(4)
Mineral Spirits	10.875(4)
Rubber solvent	11.875(3)
Lacquer diluent	(2)12.125-12.625
Benzol diluent	(2)13.125-13.625

WESTERN PENNA.

Oil City:

Stoddard solvent	14

Pittsburgh:

Stoddard solvent	x15(3)

OHIO—Quotations of S.O. Ohio for delivery to Ohio points:

VM&P Naphtha	17.0
Mineral Spirits & Stoddard Solvent	16.0
Rubber Solvent	14.875

E. TEXAS (Truck Trnspt.)

Stoddard Solvent	x11.25

CENT. W. TEX. (Truck Trnspt.)

Stoddard Solvent	10.5

KANSAS (For Kan. Dest'n. only)

Stoddard Solvent	11.75

ATLANTIC COAST

	V.M.&P. Naphtha	Mineral Spirits
New York Harbor	17(4)	16(5)
Philadelphia	(3)16.5-17	(4)15.5-16
Baltimore		15.5(3)
Boston	17.5(4)	16.5(5)
Providence		16.5(4)

ATLANTIC & GULF COASTS

Prices are of refiners, FOB their refineries & tanker terminals, and of tanker terminal operators FOB their terminals. Ships' bunkers prices are exclusive of lighterage.

District	93 Oct. R Prem. Gasoline	90 Oct. R Prem. Gasoline	86 Oct. R Reg. Gasoline	83 Oct. R Reg. Gasoline	Kerosine-No. 1 Fuel
N. Y. Harbor	14.75-15	(2)13.85-14.35	(3)12.85-13.6	....	(18)10.1-10.2(3)
do barges	14.65-14.9	(2)13.75-14.25	(2)12-13.4	....	10(19)
Albany	14.95-15.2(3)	14.95-15.2(2)	13.7(7)	....	10.4(9)
Baltimore	x(2)13.1-15(2)	x13.1-14.05	x(4)12.1-13.5(2)	....	10.3(10)
do barges	13x	13x	12x	....	10.2(4)
Baton Rouge	....	....	....	11.1	9.7
do barges	....	....	....	11	....
Boston	14.95-15.7	14.95-15.2(3)	13.7(8)	12.7	10.3(14)
Charleston	13.3-14.475	13.3(2)	(2)12.3-12.475	....	10.4(5)
Corpus Christi	12.5-13.5	12.5	11.5(2)	....	....
Houston	12.5-13.3	12.5	11.25-11.5(2)	....	9.25-10.25
do barges	12.5-13.3	11.5-12	11.3-11.5(2)	....	9-9.25
Jacksonville	13.6(2)	13.3-13.6(4)	12.3-12.6(8)	....	11-11.1(10)x
Miami	13.6	13.6(2)	12.6(2)	....	x11.1(3)
Mobile	13.4(2)	13.4	12.4(3)	....	10.3-10.4(3)x
New Haven	[illegible](2)	13(2)	13.5(3)	....	10.3(9)
New Orleans	12.6	12	11.6	11.25-11.3	9.7-10.15x
do barges	12.6	12	11.6	11.2-11.25	9.7-9.95
Norfolk	12.9-14.2	12.9-13.2	11.9-12.3	....	10.5(7)
Pensacola	....	13.4	12.4	....	10.3-10.4x
Philadelphia	15.15-15.2	15.15	(2)13.7-13.9	....	10.2(10)
do barges	15.05	15.05	13.6-13.8	....	10.1(10)
Pt. Everglades	13.6	13.6(3)	12.6(4)	....	(2)11-11.1(3)x
Portland	15.05-15.3(2)	14.8-15.3	13.8(4)	....	10.4(9)
Providence	14.95-15.2(2)	14.7-15.2	13.7(5)	....	10.3(9)
Savannah	13.6(2)	(2)13.3-13.6	(2)12.3-12.6(5)	....	11-11.1(6)x
Tampa	13.4(2)	12.3-13.4(2)	12.3-12.4(5)	....	(2)10.8-10.9(6)x
Wilmington, N. C.	13.15-14.55(2)	13.15-13.2	12.15-12.55(2)	12.15	10.5(7)

	No. 2 Fuel	Gas House Gas Oil	No. 5 Fuel (9-10 p.t.)	No. 5 Fuel (15-60 p.t.)	Diesel Oil Shore Plants (50 cet., 55 d.t.)	Light Diesel Ships' Bunkers (45 cet., 45 d.t.)
N.Y. Harbor	(19)9.1-9.2	8.2-8.6	(12)$2.93-3.26	$2.57	(6)9.5-9.6(2)	$3.90(3)
do barges	(18)9.25	9.5	(12)2.90-3.16	2.54	....	....
Albany	9.4(12)	9.8	3.45	....	9.8(4)	....
Baltimore	9.2(10)	9.3	2.93(2)	2.57	9.6(5)	3.90(4)
do barges	9.1(5)	....	2.90(2)	2.54	....	....
Baton Rouge	8.4	8.8	....	2.22	8.8	3.49
do barges	....	....	....	2.19	....	....
Boston	9.3(14)	9.7	....	2.85(6)	9.7(5)	3.94(3)
Charleston	9.4(5)	....	....	2.52(2)	9.5(2)	3.90(2)
Houston	x8.625-9	....	....	....	(2)8.5-9	3.49(6)
do barges	8(2)	....	2.35	....	....	....
Jacksonville	(2)10-10.1(7)x	....	....	....	10-10.1(5)x	x4.242(5)
Miami	x10.1	....	....	....	x10.1(2)	x4.242(2)
Mobile	x9.5(2)	....	....	....	x9.5	....
New Haven	9.3(16)	....	2.94	....	9.7(5)	....
New Orleans	8.5-8.7(3)	....	....	....	8.7-9.1(2)	3.49(3)
do barges	8.7	....	....	....	....	....
Norfolk	(5)9.2-9.4	9.6	2.93	2.57(2)	9.6(4)	3.90(3)
Pensacola	x9.5	....	....	....	x9.5	....
Philadelphia	9.2(16)	9.2	2.93(4)	2.59(5)	9.6(8)	3.90(5)
do barges	9.1(9)	....	....	....	....	....
Port Everglad	x10.1(4)	....	....	....	x10.1(5)	x4.242(4)
Portland	9.4(9)	9.8	....	....	(3)9.8-11.2	3.82
Providence	9.3(9)	9.7	2.945	2.945(2)	9.7(3)	3.82(2)
Savannah	10-10.1(6)x	....	....	2.55	10-10.1(4)x	(2)4.20-4.242(2)x
Tampa	9.9-10(4)x	....	....	....	x(2)9.9-10(4)x	x4.20(5)
Wilm'ton, N.C.	9.4(7)	9.4	....	....	9.5(2)	3.90(3)

	No. 6 Fuel No Sulfur Guarantee	No. 6 Fuel No Sulfur Guarantee Barges	No. 6 Fuel Max. 1% Sulfur	No. 6 Fuel Max. 1% Sulfur Barges	Bunker C Fuel Ships' Bunkers	Heavy Diesel Ships' Bunkers
N. Y. Harbor	(12)$2.15-2.25	(13)$2.15-2.25	2.30(2)	2.30(2)	$2.15(11)	$3.57(3)
Albany	2.50	....	....	....	....	....
Baltimore	2.18(6)	2.15(4)	2.33	2.30	2.15(4)	3.57
Baton Rouge	1.88	1.85	....	....	1.85(2)	3.24
Boston	2.20(9)	2.20(5)	....	....	2.20(5)	....
Charleston	2.13(2)	2.10(3)	....	....	2.10(3)	....
Corpus Christi	1.88	1.85	....	....	(3)1.85-1.90	3.15
Houston	(4)1.85-1.90	1.85(7)	....	....	1.85(11)	3.24(5)
Jacksonville	2.12(6)	2.00(6)	....	....	2.00(6)	....
Miami	2.08	2.05(2)	....	....	2.05(3)	....
Mobile	1.98	1.95	....	....	1.95	....
New Haven	2.15(3)	2.15	....	....	2.15(2)	....
New Orleans	1.88(3)	1.85(3)	....	....	1.85(4)	3.24(2)
Norfolk	2.18(3)	2.15(4)	....	....	2.15(4)	....
Pensacola	....	2.10	....	....	2.10	....
Philadelphia	2.18(8)	2.15(8)	2.33(4)	2.30(4)	2.15(7)	3.57(2)
Port Everglades	2.08(2)	2.05(2)	....	....	2.05(3)	....
Portland	2.23(2)	2.20	....	....	2.20	....
Providence	2.175(5)	2.175(2)	2.335	2.325	2.175(3)	....
Savannah	2.13(4)	2.10(4)	....	....	2.10(5)	....
Tampa	2.02(5)	1.99(5)	....	....	1.99(5)	....
Wilm'tn, N. C.	....	....	....	....	....	....

Research octane ratings, indicated by the letter "R", are minimum ratings. Motor Method octane ratings, where used, are indicated by the letter "M".

Refinery & Terminal Prices (Continued)

PRICES IN EFFECT DEC. 18

GULF COAST—CARGOES, DOMESTIC & EXPORT, ALL PORTS

Cargo prices are FOB ship at Gulf, minimum of 20,000 bbls., and are by refiners only to other refiners, export agents, or tanker terminal operators. The figure in parentheses after each price indicates the number of companies quoting that price.

Aviation Gasoline	
Grade 115/145 (MIL-F-5572)	17.25-17.75
Grade 100/130 (MIL-F-5572)	16(2)-16.75
Grade 91/98 (MIL-F-5572)	14.5-15.75
Grade 80 (MIL-F-5572)	14.5-14.75
Motor Gasoline	
93 Oct. R (Premium)	12-12.25(3)
90 Oct. R (Premium)	11.5-11.75-12(2)
86 Oct. R (Regular)	11(3)-11.25-11.5
83 Oct. R (Regular)	10.75-11-11.25
79 Oct. R	10.5-11
70-72 Oct. M Leaded	10-10.25-10.5-10.75
Kerosine & Light Fuels	
41-43 kerosine	8.5(2)-9(4)
No. 2 Fuel	7.5-8(5)-8.125
Diesel & Gas Oils	
43-47 Diesel index	8.8-25(2)
48-52 Diesel index	8.125-8.375(2)
53-57 Diesel index	8.25-8.5(2)
Heavy Fuels	
No. 5 Fuel, 0-10 pt.	$2.35(2)-$2.50
Bunker C Fuel	$1.75(2)-$1.85(3)-$1.90

Research octane ratings, indicated by the letter "R", are minimum ratings. Motor Method octane ratings where used, are indicated by the letter "M".

MIDDLE EAST CRUDE PRICES

Posted Export Prices of Socony-Vacuum Oil Co., Inc.

(Prices are per bbl. of 42 U. S. gals., exclusive of local port or other governmental charges, sales taxes, etc., if any; FOB point indicated, for gravities shown; 2c per bbl. differential per degree of gravity applies for gravities below and above those shown.)

Type of Crude	Price per bbl.	FOB Point	API Gravity	Effective Date
Arabian	$1.75	Ras Tanura, Saudi Arabia	36-36.9	Nov. 1, 1950
Qatar	$1.77	Umm Said, Qatar	37-37.9	Nov. 1, 1950
Arabian	$2.41	Sidon, Lebanon	36-36.9	Dec. 1, 1950
Iraq	$2.41	Tripoli, Lebanon	36-36.9	Oct. 2, 1950

AVIATION GASOLINE & JET PROPULSION FUELS

(Prices are for tank cars, barge or truck transport lots; aviation gasolines meet Specification MIL-F-5572, unless otherwise noted; jet fuel meets MIL-F-5616).

District	Aviation Gasoline Grade 100-130	Aviation Gasoline Grade 91-98	Aviation Gasoline Grade 80	Jet Fuel (JP-1)
New York, N. Y.	17.6-18.6	16.1-17.2	15.8-16.2	
Boston, Mass.	18.2	16.7	15.95	
Portland, Me.				
Phila., Pa.				
Baltimore, Md.	17.96	16.16	15.85	
Norfolk, Va.	17.85	16.35	15.6	
Charleston, S. C.	18	16.5	15.75	
New Orleans, La. (Baton Rouge)	17	15.3	14.75	
Houston, Tex.	16.5-17.25	15-15.75	14.5-15	

LAKE PORT TERMINALS

	Buffalo	Cleveland	Detroit	Toledo
90 Oct. R (Prem.)	16(3)	....	....	....
86 Oct. R (Reg.)	14.5(3)	....	....	....
Kerosene	11-11.5(2)	....	....	11
Diesel Fuels	11(2)		x10.25-10.95	x10.25
No. 1 Fuel			x11.25-11.7(2)	10.6-11.1x
No. 2 Fuel	10.5(2)		x10.25-10.55(2)	9.6-10.1x
No. 5 Fuel		8.25	(2)8.35-8.85(2)x	8.25(2)
No. 6 Fuel	8.5(2)	8.85	(2)8.1-8.4(2)x	8(3)

PETROLATUMS

WESTERN PENNA.

(Bbls., wetheads, tank car, 1 to 1.99 tons)	
Snow White	7.5-8.625x
Lily White	8-8.125x
Cream White	x6.625-7.875x
Light Amber	x5.375-5.625(3)
Amber	x5.125-5.375(3)
Red	5-5.375(2)

PACIFIC COAST

	(In Ships' Bunkers, Fuel or Deep Tank Lots) (F.S. 200)	Diesel Fuel	Bunker C Fuel (F.S. 400)
(c.i.f. Ports)			
Gulf	$3.44(4)	x(2)$1.70-1.85	
San Francisco	3.65(4)	x(3)$1.75-1.90	
Portland, Ore.	3.86(4)	x(3)$2.00-2.15	
Seattle, Wash.	3.86(4)	x(3)$2.00-2.15	

MEXICAN BUNKER PRICES

	Mexican Gulf Ports U.S. Dollars per Bbl. Bunker C (Ships' Bunkers)	Diesel (Ships' Bunkers)
Tampico	$1.90	$3.75
Veracruz	1.90	....
Minatitlan	1.90	3.75
	Pacific Coast	
Guaymas	$2.50	$3.90
Manzanillo	2.50	3.66
Salina Cruz	2.50	3.50

LPG PRICES

(Of refiners, FOB refineries, in cents per gal., tank cars or transport trucks)

District	Commercial Propane	Industrial Propane	Commercial Butane	Industrial Butane
N. Y. Harbor	x8(2)	x8(2)		
Philadelphia	....	....	....	....
Baltimore	....	....	....	....
Hastings	....	....	....	....

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Tank Wagon Prices

Prices for gasoline do not include taxes; they do, however, include inspection fees as shown in next column. Gasoline taxes, shown in separate column, include 1.5c federal, and state taxes; also city and county taxes as indicated in footnotes. Kerosine tank wagon prices also do not include taxes; kerosine taxes where levied are indicated in footnotes. Discounts, if any, are shown in footnotes. These prices in effect Dec. 18, 1950, as posted by principal marketing companies at their headquarters offices, but subject to later correction.

Inspection fees per gal., included in both gasoline and kerosine prices, unless otherwise specified, are as follows:

Ala. 1/40c on gasoline; Ark. 1/20c; Fla. 1/8c; Ill. 3/100c; Ind. 2/25c; Kans. 1/100c; La. 1/32c; Minn. 5/200c; Mo. 1/25c; Neb. 2/100c; Nev. 1/20c; N. C. 1/4c; N. D. 1/20c; Okla. 2/25c; S. C. 1/8c; S. D. 1/40c; Tenn. 2/5c; and Wisc. 3/100c.

Kerosine inspection fees only: Ala. 1/2c; Iowa 1/50c; Mich. 1/5c.

ATLANTIC REFINING

	Atlantic White Flash (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Philadelphia, Pa.	14.7	6.5	13.4
Pittsburgh	[illegible]	[illegible]	[illegible]
Allentown	15.0	6.5	14.0
Erie	15.5	6.5	14.55
Scranton	15.6	6.5	14.5
Altoona	15.6	6.5	14.55
Emporium	15.6	6.5	....
Indiana	15.6	6.5	....
Uniontown	15.6	6.5	14.55
Harrisburg	15.3	6.5	14.0
Williamsport	15.6	6.5	14.3
Dover, Del.	14.7	6.5	13.4
Wilmington	14.7	6.5	13.4
Boston, Mass.	14.9	4.5	....
Springfield	15.0	4.5	....
Worcester	15.1	4.5	....
Fall River	14.9	4.5	....
Hartford, Conn.	15.1	5.5	....
New Haven	14.8	5.5	....
Providence, R. I.	14.9	5.5	....
Atlantic City, N. J.	14.6	4.5	13.2
Camden	14.6	4.5	13.2
Trenton	14.6	4.5	13.2
Baltimore, Md.	14.5	6.5	....
Hagerstown	15.3	6.5	....
Richmond, Va.	14.5	7.5	14.0
Wilmington, N. C.	14.8	8.5	....
Brunswick, Ga.	15.9	8.5	....
Jacksonville, Fla.	15.2	8.5	....

	Mineral Spirits T.W.	V.M.&P. T.W.
Philadelphia, Pa.	18.5	19.0
Pittsburgh, Pa.	20.0	21.0

	Fuel Oils—T.W. 1	2	5	6
Phila., Pa.	13.4	12.2	7.77	6.19
Pittsburgh	....	13.15	....	....
Allentown	14.0	12.8	....	....
Erie	....	13.15	....	....
Scranton	....	13.1	....	....
Altoona	....	13.15	....	....
Emporium	....	13.15	....	....
Indiana	....	13.15	....	....
Uniontown	....	13.15	....	....
Harrisburg	....	12.8	....	....
Williamsport	....	13.1	....	....
Wilmington, Del.	13.4	12.3	....	....
Dover	13.4	12.3	....	....
Springfield, Mass.	....	13.2	....	....
Worcester	....	12.8	....	....
Hartford, Conn.	....	12.8	....	....

Notes:

Kerosine—Thru Penna. & Del., add 2c per gal. for t.w. deliveries of less than 25 gals. at one time. Atlantic City & Camden, N. J.—Add 1c for deliveries for 100-299 gallons; 2c for deliveries of less than 100 gallons.

Gasoline T.W. prices are to dealers & consumers; kerosine T.W. prices to consumers.

Mineral Spirits prices also apply to Stoddard Solvent.

IMPERIAL OIL

	Esso Gasoline (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Hamilton, Ont.	22.3	11.0	23.0
Toronto	22.3	11.0	23.0
Brandon, Man.	27.1	9.0	27.8
Winnipeg	25.7	9.0	26.4
Regina, Sask.	22.2	10.0	22.9
Saskatoon	25.8	10.0	26.5
Edmonton, Alta.	20.7	9.0	21.4
Calgary	21.3	9.0	22.0
Vancouver, B. C.	21.2	10.0	23.5
Montreal, Que.	22.6	13.0	23.3
St. John, N. B.	20.6	13.0	22.3
Halifax, N. S.	20.6	13.0	22.3
St. John's, Nfld.	24.1*	14.0	24.1

(*) Price is for Esso Extra (premium).

Taxes:

Gasoline taxes are provincial taxes.

Notes:

Prices are per imperial gal. which is 1.2 U. S. gals.—T.W. prices are to divided & undivided dealers.

HUMBLE OIL

	Humble Gasoline Regular T.W.	Regular Retail	Gasoline Taxes	Kerosine Tank Wagon	Kerosine Retail
Dallas, Tex.	14.0	19.0	5.5	12.8	17.0
Ft. Worth	14.0	19.0	5.5	12.8	17.0
Houston	14.0	19.0	5.5	12.8	17.0
San Antonio	14.0	19.0	5.5	12.8	17.0

Notes:

T.W. prices are to all classes of dealers and consumers.

CALIFORNIA STANDARD

	Chevron (Regular) T.T. 400 gals. & over	Av. 80 87 T.T.	Gasoline Taxes
San Fran., Cal.	14.5	18.0	6.0
Los Angeles	14.0	17.5	6.0
Fresno	15.7	19.2	6.0
Phoenix, Ariz.	17.2	20.8	6.5
Reno, Nev.	17.0	20.5	7.0
Portland, Ore.	15.0	18.5	7.5
Seattle, Wash.	15.0	18.5	8.0
Spokane	17.8	21.3	8.0
Tacoma	15.0	18.5	8.0
Boise, Idaho	18.2	23.0	7.5
Salt Lake, U.	16.4	19.4	5.5
Honolulu, T. H.	15.3	18.8	7.5
Fairbanks, Alaska	27.1	30.6	3.5
Juneau	16.2	19.8	3.5

	Kerosine T.T. 40/199 gals.	Standard Diesel Furnace Oil T.T. (400 gals. or more)	Standard Stove Oil T.T.
San Fran., Cal.	18.5	10.9	12.4
Los Angeles	18.0	10.4	11.9
Fresno	19.8	11.8	13.3
Phoenix, Ariz.	21.3	13.8	15.3
Reno, Nev.	21.0	13.8	15.3
Portland, Oreg.	20.5	13.5	....
Seattle, Wash.	20.5	11.5	....
Spokane	24.3	14.8	16.3
Tacoma	20.5	11.5	13.0
Boise, Idaho	28.7	15.9	17.4
Salt Lake, U.	16.5	14.0	14.5
Honolulu, T. H.	19.3	11.4	....
Fairbanks, Alaska	37.1	....	....
Juneau	21.8	....	....

Taxes:

Boise—7.5c gas tax applies to motor fuel only; avgas taxes are 1.5c federal, 2.5c state.

Honolulu—7.5c gas tax applies to motor fuel only; avgas taxes are 1.5c federal, 4c territorial. Standard Diesel/furnace oil price is ex 1c territorial liquid fuels tax. All T.T. prices are ex Hawaiian gross income tax of 1% to resellers, 2.5% to consumers.

Notes:

Gasoline—Prices for Chevron Supreme (Premium) are 2c higher than Chevron (Regular), except Salt Lake City which is 1.5c higher than Chevron (Regular). For other deliveries of Chevron (Regular) and Chevron Aviation 80/87 add to 400 gals. & over price 1c for 40-199 gals.; 0.5c for 200-399 gals. Prices for Chevron Aviation 91/98 are 2c above Chevron Aviation 80/87; for Chevron Aviation 100/130, 5c above Chevron 80/87; for Chevron Aviation 115/145, 5c above Chevron Aviation 80/87. For deliveries of motor gasolines and aviation gasolines of less than 40 gals., add 4c to 400 gals. & over price, except Chevron Supreme (Premium) add 4.5c and at Honolulu: under 40 gals. marine and 100 gals. shoreside, add 4.5c, except Chevron Supreme (Premium) add 5c.

Kerosine—T.T. prices, except at Salt Lake City, apply to deliveries of 40-199 gals. For other deliveries: less than 40 gals., add 4c; 200-399 gals., deduct 2c; 400 gals. & over, deduct 4c; tank car-truck trailer, deduct 5.5c. Salt Lake City posted tank truck price is for minimum 40 gal. deliveries.

Standard Diesel/Furnace Oil & Standard Stove Oil—T.T. prices are for deliveries of 400 gals. or more, except at Salt Lake City. For other deliveries: 40-199 gals., add 1c; 200-399 gals., add 0.5c; less than 40 gals., add 5c. Salt Lake t.t. prices apply for any quantity.

TEXAS CO.

	Fire-Chief Gasoline (Regular Grade) Dealer T.W.	Gasoline Taxes	Kerosine Dealer T.W.
Dallas, Tex.	14.0	5.5	12.80
Fort Worth	14.0	5.5	12.80
Wichita Falls	14.0	5.5	12.80
Amarillo	14.0	5.5	12.80
Tyler	14.0	5.5	12.80
El Paso	15.5	5.5	13.85
San Angelo	14.0	5.5	12.80
Waco	14.0	5.5	12.80
Austin	14.0	5.5	12.80
Houston	14.0	5.5	12.80
San Antonio	14.0	5.5	12.80
Port Arthur	14.0	5.5	12.80

Notes:

Dealer t.w. prices apply also to all classes of consumers with minimum delivery of 50 gals.

ESSO STANDARD

	Esso Gasoline (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Atlantic City, N. J.	14.6	4.5	13.2
Newark	14.6	4.5	13.1
Baltimore, Md.	14.5	6.5	13.1
Cumberland	15.7	6.5	14.5
Washington, D. C.	14.9	5.5	13.5
Danville, Va.	15.4	7.5	14.2
Petersburg	15.0	7.5	14.3
Norfolk	14.1	7.5	13.6
Richmond	14.5	7.5	14.0
Roanoke	16.3	7.5	15.1
Charleston, W. Va.	16.1	6.5	15.2
Fairmont	16.1	6.5	15.5
Parkersburg	16.0	6.5	14.5
Wheeling	16.0	6.5	14.4
Charlotte, N. C.	15.6	8.5	13.9
Hickory	16.0	8.5	14.1
Mt. Airy	16.2	8.5	14.4
Raleigh	16.1	8.5	14.8
Salisbury	15.3	8.5	13.7
Charleston, S. C.	14.6	8.5	....
Columbia	16.0	8.5	....
Spartanburg	15.1	8.5	....
New Orleans, La.	13.3	10.5	12.8
Baton Rouge	13.7	10.5	12.5
Alexandria	15.1	10.5	13.7
Lake Charles	13.8	10.5	13.1
Shreveport	15.4	10.5	13.5
New Iberia	13.9	10.5	13.1
Knoxville, Tenn.	15.3	8.5	13.7
Memphis	15.0	8.5	13.5
Chattanooga	15.2	8.5	13.6
Nashville	15.5	8.5	14.0
Little Rock, Ark.	15.9	8.0	14.0

	Mineral Spirits T.W.	V.M.&P. T.W.
Newark, N. J.	17.0	18.5
Baltimore, Md.	19.5	....
Washington, D. C.	19.5	....

	Fuel Oils—T.W. No. 1	No. 2	No. 4	No. 6
Atlantic City, N.J.	13.2	12.2	....	....
Newark, N. J.	13.1	12.1	$3.354	$2.706
Baltimore, Md.	13.1	12.2	3.11	2.64
Washington, D. C.	13.5	12.6	3.27	2.59
Norfolk, Va.	13.6	12.2	....	....
Danville	....	12.8	....	....
Petersburg	14.3	12.9	....	....
Richmond	14.0	12.6	....	....
Roanoke	....	13.7	....	....
Charlotte, N. C.	13.9	12.6	....	....
Hickory	14.1	12.9	....	....
Raleigh	14.6	13.6	....	....
Charleston, S. C.	....	12.4	....	....
Columbia	....	13.2	....	....
Spartanburg	....	12.4	....	....

Taxes: Louisiana kerosine prices do not include 1c state tax.

Notes:

Naphtha—Newark t.w. prices are for deliveries of 200 gals. or more; less than 200 gals., 0.5c over posted t.w. prices; steel barrel deliveries, 6c over posted t.w. prices. Baltimore & Washington prices are for t.w. deliveries of 25-99 gals., no discounts.

Kerosine & No. 1—Atlantic City prices are for deliveries of 300 gals. or more; for deliveries of 100-299 gals., add 1c to prices shown; for deliveries of less than 100 gals., add 2c to prices shown.

CONT'L OIL

(N. B. Prices are Continental's tankwagon prices. Current selling prices may vary from those shown because of local conditions.)

	Conoco Demand N-tane (regular) Tank	(3rd Grade) Wagon	Gasoline Taxes	Kerosine T.W.
Denver, Colo.	14.8	13.8	7.5	14.7
Grand Junc.	17.2	16.2	7.5	17.1
Pueblo	15.6	14.6	7.5	15.5
Casper, Wyo.	15.7	14.7	6.5	15.0
Cheyenne	15.7	14.7	6.5	15.6
Billings, Mont.	17.0	....	7.5	16.5
Butte	18.0	....	7.5	18.2
Great Falls	17.0	....	7.5	18.2
Helena	17.5	....	7.5	18.2
Salt Lake, U.	16.4	....	5.5	18.5
Twin Falls, Ida.	19.1	18.1	7.5	19.2
Albuquer., N. M.	16.0	15.0	9.0	14.9
Roswell	15.3	14.3	9.0	14.2
Santa Fe	16.3	....	9.5	15.2
Muskogee, Okla.	13.7	12.7	8.0	12.4
Oklahoma City	13.5	12.5	8.0	12.4
Tulsa	13.0	12.0	8.0	11.8

Taxes:

Gasoline tax column includes these city taxes: Albuquerque & Roswell, 0.5c; Santa Fe, 1c; Cheyenne, 1c; Casper, 1c.

Notes:

T.W. prices are to consumers and dealers.

Tank Wagon Price (Continued)

SOCONY VACUUM

	Gasoline Taxes	Mobilgas Aircraft Grade 80 T.W.	Grade 91 T.W.	Grade 100 T.W.	Mobilgas (Regular Grade) T.C.	T.W.	Mobil Kerosine T.C.	Yard	T.W.	Mobilfuel Diesel T.C.	T.W.	MOBILHEAT (No. 2 Fuel) T.C.	Yard	T.W.	S/V No. 4 Fuel T.W.	S/V No. 6 Fuel T.W.
New York City:																
Mann.	5.5	....	....	....	....	14.7	....	....	13.6	....	12.5	....	....	12.4	9.95	5.86
Bronx	5.5	....	....	....	....	14.7	....	10.8	13.8	....	12.8	....	9.8	12.5	9.95	5.86
Kings	5.5	....	....	....	....	14.7	10.2	10.6	13.6	9.6	12.8	9.2	9.5	12.4	9.95	5.86
Queens	5.5	....	....	....	....	14.7	....	....	13.6	....	12.5	....	....	12.4	9.95	5.86
Richmond	5.5	....	....	....	....	14.7	10.1	10.4	13.4	....	12.5	9.1	9.4	12.1	9.95	5.86
Albany, N. Y.	5.5	21.5	22.5	25.0	13.7	14.7	10.4	10.6	....	9.8	12.6	9.4	9.6	12.2	8.71	6.45
Binghamton	5.5	....	....	....	14.7	15.8	11.6	11.8	14.7	11.0	13.8	10.5	10.7	13.2	....	....
Buffalo	5.5	21.0	22.0	24.2	14.5	15.5	11.5	11.7	14.8	11.0	14.1	10.5	10.7	12.6	....	10.07
Jamestown	5.5	....	....	....	14.7	15.8	11.5	11.7	15.0	....	14.0	10.9	11.1	13.5	....	....
Mt. Vernon	5.5	....	....	....	....	15.0	....	10.9	13.9	....	13.1	....	9.7	12.7	10.9	....
Plattsburg	5.5	....	....	....	....	16.1	11.5	11.7	....	....	....	10.6	10.8	13.4	....	....
Rochester	5.5	20.9	21.9	23.9	14.4	15.5	11.5	11.7	14.8	....	13.9	10.5	10.7	13.4	....	....
Syracuse	5.5	....	....	....	14.4	15.4	11.3	11.5	14.6	10.8	12.7	10.3	10.5	13.2	....	....
Bridgeport, Conn.	5.5	....	....	....	....	16.8	10.3	10.3	....	....	....	9.3	9.3	12.3	....	....
Danbury	5.5	....	....	....	....	15.3	....	11.4	....	....	....	....	10.4	12.9	....	....
Hartford	5.5	....	....	....	13.8	15.1	10.7	10.7	....	10.1	13.0	9.7	9.7	12.8	....	....
New Haven	5.5	20.5	....	....	13.8	14.8	10.3	10.3	....	9.7	12.7	9.3	9.3	12.3	....	....
Bangor, Me.	7.5	....	....	....	14.5	16.2	11.1	....	15.1	10.5	13.6	10.1	....	13.2	....	....
Portland	7.5	23.4	23.4	....	13.8	15.0	10.4	....	14.4	9.8	12.9	9.4	....	12.5	....	....
Boston, Mass.	4.5	19.0	20.0	22.0	13.7	14.9	10.3	....	14.4	9.7	12.9	9.3	....	12.5	....	....
Concord, N. H.	5.5	....	....	....	....	16.0	....	....	....	....	13.5	....	....	13.1	....	....
Lancaster	5.5	....	....	....	....	17.4	....	....	16.7	....	14.8	....	....	13.4	....	....
Manchester	5.5	....	....	....	....	15.7	....	....	15.3	....	13.6	....	....	12.2	....	....
Portsmouth	5.5	21.2	22.2	....	14.4	15.3	10.8	....	....	10.2	13.0	9.8	....	12.6	....	....
Providence, R. I.	5.5	19.8	20.8	22.8	13.7	14.9	10.3	10.9	14.2	9.7	12.9	9.3	9.7	12.5	....	....
Burlington, Vt.	6.5	....	....	....	14.6	15.8	11.4	11.6	....	10.9	13.5	10.5	10.5	13.1	....	....
Rutland	6.5	....	....	....	....	16.2	....	12.0	....	....	14.1	....	11.0	13.7	....	....

Tank Wagon Prices	Buffalo	N. Y. City	Rochester	Syracuse	Boston	Hartford	Providence
Mineral Spirits	18.5	17.0	20.0	21.0	18.0	19.0	18.5
V.M.&P. Naphtha	20.5	18.5	21.5	27.5	19.5	20.5	20.5

Taxes: N.Y.C. prices do not include 2% city sales tax applicable to price of gasoline (ex tax).

Discounts:

Mobil Kerosine—Mt. Vernon T.W. less 0.5c for deliveries of 300 gals. or more.

Mobilfuel Diesel—All points, 0.5c for t.w. deliveries of 800 gals. or more.

Mobilheat—Mt. Vernon t.w. less 0.5c for deliveries of 300 gals. or more.

Notes:

Gasoline t.w. prices are to Consumers and Dealers.

Syracuse V.M.&P. price is in steel barrels. Jamestown t.c. prices are delivered prices; all other t.c. prices are FOB bulk terminals.

OHIO STANDARD

	Gasoline Taxes	Aviation Gasoline-Cons. T.W. Sohio Avia. 42 Clear	Esso Avia. 80 Clear	Esso Avia. 91	Esso Avia. 100	Sohio X-Tane Gasoline (Regular-Grade) Consumer T.W.	Resellers	x S.S.	Naphthas & Solvents—Cons. T.W. S.R. Solvent	D.C. Naphtha	V.M.&P. Naphtha	Varnolene	Sohio Solvent	Kerosine T.W.	No. 1 Sohio-Heat	No. 2 Sohio-Heat
Akron	5.5	20.0	22.0	23.0	26.0	18.2	14.7	18.8	20.0	21.5	21.5	20.5	20.5	13.9*	13.9*	12.9*
Canton	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.8	20.0	21.5	21.5	20.5	20.5	13.9*	13.9*	12.9*
Cincinnati	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.8	20.0	21.5	21.5	20.5	20.5	13.9	13.9	12.9
Cleveland	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.8	20.0	21.5	21.5	20.5	20.5	13.9*	13.9*	12.9*
Columbus	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.8	20.0	21.5	21.5	20.5	20.5	13.9*	13.9*	12.9*
Dayton	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.8	20.0	21.5	21.5	20.5	20.5	13.9	13.9	12.9
Lima	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.8	20.0	21.5	21.5	20.5	20.5	13.9	13.9	12.9
Mansfield	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.8	20.0	21.5	21.5	20.5	20.5	13.9	13.9	12.9
Marion	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.8	20.0	21.5	21.5	20.5	20.5	13.9	13.9	12.9
Portsmouth	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.8	20.0	21.5	21.5	20.5	20.5	13.9	13.9	12.9
Toledo	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.8	20.0	21.5	21.5	20.5	20.5	13.9	13.9	12.9
Youngstown	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.8	20.0	21.5	21.5	20.5	20.5	13.9*	13.9*	12.9*
Zanesville	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.8	20.0	21.5	21.5	20.5	20.5	13.9*	13.9*	12.9*

Taxes: Hangar operators can purchase aviation gasoline less 4c per gal. State Road Tax by supporting purchase with State Tax Exemption Form A-10 to supplier.

Discounts: Esso Aviation—on contract to hangar operators and resellers, 2c a.l. consumer t.w.

Kerosine, Nos. 1 & 2—Prices with asterisk (*) are for t.w. or drum deliveries of 100 gals. or more; less than 100 gals., 0.5c higher. Prices at other points are for t.w. or drum deliveries of 50 gals. or more; less than 50 gals., 0.5c higher.

Naphthas—To contract consumers off t.w. prices (except Lucas County) 300 to 999 gals., 0.5c; 1000 to 2499 gals., 0.75c; 2500 to 4999 gals., 1c; 5000 or more gals., 1.5c. Lucas County: less than 50 gals., tank wagon price, 50 to 249 gals., 0.5c; 250 to 499 gals., 1c; 500 gals. or over 1.5c.

Notes: Renown (third-grade) gasoline prices are same as X-Tane unless otherwise noted. S.S. prices are at company-operated stations.

x Effective Dec. 14.

INDIANA STANDARD

Tank wagon prices listed below were obtained by NPN correspondents who visited Standard of Indiana bulk plants where the company's prices are publicly posted.

	Red Crown (Reg. Grade) Red Cr'n. Cons. T.W.	Red Cr'n. Dir. T.W.	Gasoline Taxes	Kerosine T.W.	Stanolex Furnace Oil 1-99 gals.	100 gals. & over	100-174 gals.	175-399 gals.	400 gals. & over
Chicago, Ill.	17.8	15.5	4.5	15.8	....	....	....	....	....
South Bend, Ind.	18.0	16.5	5.5	16.3	15.0	14.0	....	....	....
Detroit, Mich.	17.4	15.9	4.5	15.2	14.3	13.3	....	....	....
St. Paul, Minn.	17.5	16.0	6.5	16.1	15.0	....	14.1	13.5	13.5
Des Moines, Ia.	16.9	15.4	5.5	14.8	13.7	12.7	....	....	....
St. Louis, Mo.	16.7	15.2	4.5	15.1	13.3	12.3	....	....	....
Wichita, Kans.	14.4	14.0	6.5	13.5	11.7	10.7	....	....	....
Omaha, Nebr.	17.0	15.5	6.5	15.2	13.6	12.6	....	....	....
Fargo, N. D.	18.3	16.8	5.5	16.8	15.1	14.1	....	....	....
Huron, S. D.	18.2	16.7	5.5	16.7	15.0	14.0	....	....	....
Milwaukee, Wisc.	17.6	16.1	5.5	16.0	14.5	13.5	....	....	....

Fuel Oils—T.W.—Chicago, Ill.

	xStandard Heater Oil	xStanolex Furnace Oil		xStanolex Fuel A	xStanolex Fuel C
1-99 gals.	15.8	14.8	1-749 gals.	10.65	9.5
100-149 gals.	14.8	....	750 gals. & over	9.9	8.75
150 gals. & over	14.3	....			
150-399 gals.	....	13.8			
400 gals. & over	....	13.3			

Taxes:

St. Louis, Mo. gasoline tax includes 1c city tax. Des Moines, Ia., kerosine and furnace oil prices do not include 4c state tax. State sales, occupation, consumer & use taxes to be added where applicable.

x Effective Dec. 16.

Kentucky Standard

	Crown Net Dealer	Gasoline Taxes	x Kerosine T.W.
Covington, Ky.	13.9	8.5	15.4
Lexington	16.5	8.5	15.1
Louisville	15.2	8.5	14.4
Paducah	15.2	8.5	14.1
Jackson, Miss.	15.7	8.5	14.3
Vicksburg	15.2	8.5	13.8
Birmingham, Ala.	15.7	8.5	14.6
Mobile	15.0	9.5	14.3
Montgomery	15.8	9.5	14.7
Atlanta, Ga.	15.9	8.5	14.3
Augusta	16.4	8.5	15.5
Macon	15.9	8.5	14.4
Savannah	15.2	8.5	14.6
Jacksonville, Fla.	15.2	8.5	14.6
Miami	15.2	8.5	14.6
Pensacola	15.0	9.5	14.0
Tampa	15.0	8.5	14.6

Taxes:

Gasoline tax column includes these city & county taxes: Mobile, 2c city; Birmingham, 1c county; Montgomery, 1c city & 1c county; Pensacola, 1c city. Other taxes not included in prices: Georgia, kerosine, 1c; Montgomery kerosine 1c; Mississippi, kerosine 0.5c.

Notes:

Consumer t.w. prices are same as net dealer prices.

x Effective Dec. 15.

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FOR SALE

TANK CAR TANKS
FOR STORAGE

10—6,500-Gallon* Non-Coiled
Extra Heavy Plate
Above Tanks Suitable for Acid Storage

Coiled and Non-Coiled
Cleaned—Painted—Tested

7—8,000-Gallon* 20—10,000-Gallon*
1—4,500-Gallon***

*—1 ***—3 Compartment Tanks

Some of the above tanks are located in Kansas and Texas

IRON & STEEL PRODUCTS, INC.
13456-A S. Brainard Avenue
Chicago 33, Illinois

"ANYTHING containing IRON or STEEL"

Wanted to Buy

WANTED TO BUY: Late 2500 to 3000 gallon trailer with double bulkheads, 5 compartment, side cabinets. With or without tractor. **EARL V. BENDER, Shipshewana, Indiana.**

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FOR SALE

Now dismantling complete refinery. All equipment to be sold on site of

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Pittsburgh, Pa.

WEINSTEIN CO.
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Pittsburgh, Pa.
Phone Sterling 1-0388

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OFFICE MANAGER wanted by large, progressive independent. Opportunity and remuneration excellent. Write giving education and experience. **QUINCY OIL CO., P. O. Box 150, Quincy 69, Mass.**

MANAGER, Rocky Mountain area, excellent opportunity for an experienced oil man to take complete charge of long established compounding and blending plant with wholesale distribution. Salary plus bonus with an opportunity to buy an interest in company. **BOX 447.**

An advertisement in NPN's Classified Section will bring you quick, effective results at low cost.

WRITE TODAY

NATIONAL PETROLEUM NEWS
1213 West Third St.
Cleveland 13, Ohio

The Story of Tapline

(Continued from page 18)

through the swabbed-out line for testing purposes. Behind the water came the brownish black crude oil of Saudi Arabia. The first batch, pumped in at the Abqaiq oil field on July 18, reached the Mediterranean about mid-November, and Tapline was then full of oil from sea to sea.

Line Holds 4.8 Million Bbls.—The main line holds some 4.8 million bbls. of oil. Another 2 million bbls. are needed for working stocks in the huge storage tanks on the hilltop, above Sidon. Altogether, some 7 million bbls. of crude are needed merely to keep the oil stream moving at its camel-like pace of about two and a half miles an hour.

Meanwhile, work is progressing on the pumping stations. Tapline is designed for twelve pumping stations, delivering 550,000 barrels a day to its Mediterranean terminal. But at present only six, spaced at intervals of about 180 miles, are being built.

At each station, some 20 Americans and 200 Arabs are to live in a completely self-contained community with the Bedouin and their animals camped at some distance outside the 150-acre compound. Each station is to have its own radio mast to keep it in constant contact with the distant world; and the "milk-run plane" will fly in mail and fresh provisions daily. Eventually each station will have an *imam*, the leader of its Moslem community, and a mosque.

Modern Conveniences Provided—Each has its refrigeration plant, its recreation hall, bachelors' quarters, library, first-aid facilities and plenty of DDT with which to knock out the small black flies that are one of the desert's plagues. Each has some comfortable family dwellings, a messhall, barber shop, canteen and sports grounds. A man may forget what a tree looks like, but he will have free movies, with new films arriving weekly, and radio programs in almost any language he likes.

Three of the six pumping stations, now completed and operating, are pumping 100,000 bbls. a day to Sidon. . . . A fourth pumping station will be ready in December and will increase the daily capacity to 265,000 bbls. With the completion of the fifth and sixth stations about Jan. 1, Tapline will reach its present goal of at least 300,000 bbls. a day.

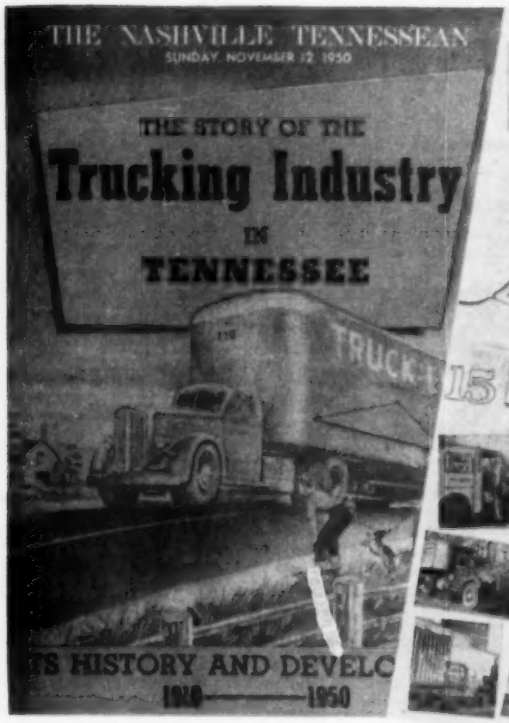
Although virtually the whole of the line was built as a unit by Trans-Arabian Pipeline Co., it will be administered in two parts. From its starting point in the Abqaiq oil field to the Qaisumah pumping station at milepost 315, it will be run by Arabian-American Oil Co. as part of the large gathering system which serves the Saudi Arabian oil fields. Trans-Arabian Pipeline Co. will operate the 753 miles from Qaisumah pumping station to the Sidon terminal. In the future, the term Tapline will be properly applied only to this section between Qaisumah and the Mediterranean.

Owned by Four Companies—Ownership of Arabian-American, the producing company, and Trans-Arabian, the pipeline company, is divided among the following interests: Standard Oil Company (New Jersey), 30%; Standard Oil Company of California, 30%; The Texas Company, 30%; Socony-Vacuum Oil Company, 10%.

Delivering the crude oil of Saudi Arabia by pipe line to Sidon will mean putting it within easy reach of the entire Mediterranean and Western Europe, which are looking increasingly to the Middle East to supply the urgent and growing demands of their expanded refineries.

From Ras Tanura in the Persian Gulf, the standard T-2 type of tanker requires 13 days' steaming, by way of the Suez Canal, to deliver Saudi Arabian crude to, say, the south of France. From Sidon, the same T-2 tanker will in future take but four days to reach the south of France.

Within a few months, crude oil loadings at Sidon will release for other service the equivalent of about 65 T-2 tankers now making the 7,500-mile round trip between the Persian Gulf and the Mediterranean. The completion of Tapline will thus mark the opening of a new era in the history of international oil. It is an era for which oil men in the Middle East have hoped ever since they first began work in the remote Persian Gulf area nearly 50 years ago.



TELL THE STORY—Reproduced here are front pages of two special Sunday newspaper supplements devoted to telling the general public the story of the trucking industry

Truckers Use Newspaper Supplements To Tell Industry Story to 670,000

More than 670,000 persons in two states—Tennessee and Missouri—have been told in the past month about the trucking industry in their respective states.

Both cases serve to illustrate how trucking organizations can effectively bring their story before the public. Public relations efforts such as these, combined with an all-out program for highway courtesy and observation of truck regulations, are among the most effective weapons to combat anti-trucking campaigns.

Last month some 300,000 Tennesseans were told about the trucking industry's history, the services it renders, the people it employs, how it operates as an efficient medium of transporting goods, its continuing program to improve highway safety, etc.

Told by the Tennessee Motor Transport Assn. in a 44-page Sunday supplement of the *Nashville Tennessean* Nov. 12, the trucking story serves as a typical example of what state trucking organizations can duplicate in the over-all industry effort of improving public relations and combating attacks against trucks and the personnel and owners who keep them rolling.

The manner in which Tennessee Motor Transport Assn. planned the supplement to tell its story may provide the basic outline for a similar approach by other trucking organizations. Briefly, the step-by-step procedure was about as follows:

1—The newspaper was contacted and the subject of a supplement broached. In this particular instance, the *Tennessean* had published a series of supplements on Nashville and Tennessee industries, therefore it seemed only logical that the trucking industry should be included. A conference of truck representatives and newspaper management resulted in a receptive response to the idea of a supplement treatment of the trucking industry, providing it would prove practical and financially attractive.

2—The method of soliciting potential advertisers for a special Sunday supplement was outlined.

3—Tennessee Motor Transport

Assn. sent out three advance notices to members telling them what was planned and how it would be handled with respect to editorial and advertising content.

4—Newspaper advertising personnel solicited prospective advertisers, but the door had been opened for the solicitors by the advance notices telling of the Sunday supplement plan.

5—The editorial department of the *Tennessean* was given outlines of the various trucking companies, classifying them as to size and occupation, providing a basis upon which to formulate ideas for informative stories about the various types and classes of operation.

6—Story ideas were submitted to the newspaper, along with material supplied by American Trucking Assns.

7—Two full-time editorial men were assigned by the newspaper to write stories for the supplement.

8—Tennessee Motor Assn. co-operated with the newspaper in checking the articles to assure accuracy.

Number of Readers—The *Tennessean* has a Sunday circulation of more than 155,000 and it is estimated that each copy of the supplement was read by at least two adults in each household. In addition, TMTA ordered an extra 15,000 copies for private mailing, giving a total estimated readership of well over 300,000.

Stories in the special supplement covered such topics as:

The history of trucking in this country;

Expansion projects by trucking companies;

A report on how traffic has outstripped road building;

Proper maintenance of trucks;

The important role of trucks to national security;

Various other stories were devoted to the trucking industry's safety efforts, some description of various trucking operations, driver and supervisor training courses, new truck developments, truck regulations, etc.

Who Advertised—How well the supplement was supported advertising-wise is indicated by the fact that 120 companies advertised in the issue, each ad being pitched to the general trucking issue theme. Advertisers included: more than 40 trucking companies; several truck tire and truck service companies; oil companies, banks, insurance companies, florists, beverage distributors, a drug store, contractor, dairy, tent and awning store, trailer companies, Western Union, American Trucking Assns., Tennessee Motor Transport Assn.; teamsters union, meat packer, etc.

An 8-page "Motor Transport Section" of the Dec. 3 *St. Louis Globe-Democrat* followed a pattern somewhat similar to that of the *Tennessean* supplement, stressing the role of trucks in the nation's economy, the ever-continuing program for highway safety and proper maintenance of equipment, the truck as a national defense weapon, personnel in the industry, etc.

Thirty-three advertisers were represented in the *Globe-Democrat* supplement: including 16 trucking companies; five service companies; insurance, tire, truck, trailer and oil companies, in addition to an ad by American Trucking Assns.

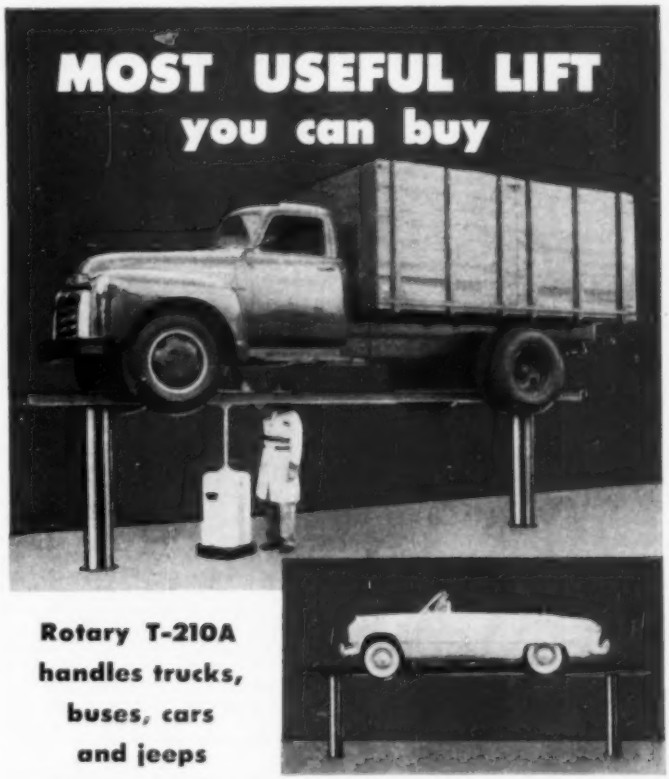
Sunday circulation of the *Globe-Democrat* is over 370,000.

More Time to Comment

WASHINGTON — Interstate Commerce Commission has extended from Dec. 29 to March 1, 1951, the deadline for filing comments on proposed revisions of motor carrier safety regulations.

Proposed rules would, among other things, outline vehicle lubrication requirements (see Nov. 29 NPN, p. 41).

Postponement had been asked by American Petroleum Institute and truck organizations.



Rotary LIFTS

This new Rotary two-plunger lift (20,000 lb. capacity) handles almost anything that rolls down the highway. Its reinforced 5" H-beams make it possible to handle 10,000 lb. axle loads at any point on lift. A Rotary Truck Lift adds to work output and prevents overloading passenger car lifts beyond capacity. Write for our Truck Lift Catalog.

ROTARY LIFT CO. • 1134 KANSAS, MEMPHIS 2, TENN.

TBA TOPICS

Government Allocation Move Assures Camelback Supply for Tire Recapping

By Frank C. Sturtevant, TBA Editor

It will be good news to those many oil jobbers who operate a tire recapping plant that beginning in January it will be compulsory for each tire manufacturer to allot a fixed proportion of rubber to camelback production. The percentage in each case must be the same as existed during the year ending June 30, 1950.

Camelback and other tire repair materials are included in the TBA line of almost every supplying oil company also. The shortage of these materials has been felt through all oil marketing channels. The National Production Authority has been reminded several times that rubber conservation would be aided if adequate supplies of camelback would be made available. In some quarters the idea was advanced that tire manufacturers would be inclined to divert rubber to new tires, also in short supply, and more profitable.

Groundless or not, the camelback directive was included in the latest rubber restriction order, issued Dec. 11. At the same time NPA set quotas on the use of new rubber during January and February at 82% and 80% respectively of the base period. It established for a base period, the four closing months of 1950. The order also cut back a little further on the percentage of natural rubber to a maximum of 51% and 43% in January and February, respectively.

* * *

The exact percentage of rubber cutback does not mean much to oil jobbers and oil company TBA managers until it is translated into its probable effect on tire supply. Tire makers remain optimistic on this score. They point out that the restriction orders, so far, are not aimed at specific products, but are merely over-all restrictions on the use of new rubber. They suggest, by inference, that they will favor tires over some other products, for which reclaimed rubber, or other substitutes are satisfactory.

John L. Collyer, president of the B. F. Goodrich Co., still feels, as he stated in several recent speeches, that tire production will be adequate to meet all reasonable civilian requirements. He emphasized again, in his talk before the Oil Industry TBA convention in Chicago, that the responsibility of meeting tire requirements is that of the government rather than the tire industry, since we are now dependent on man-made rubber from government plants.

Expanding production at government plants is expected to reach its maximum by March. There is sentiment in government quarters for restricting natural crude for tire use to 20%, and since truck tires must get the greatest share of natural rubber, passenger tires next summer may be composed almost entirely of man-made rubber.

* * *

From a merchandising standpoint, the oil TBA man can meet most of the problems which will arise when the tires with the higher percentage of synthetic rubber reach the distribution channels. Some precautions to dealers on installation may be necessary, for example. More disturbing is the fact that the government's stockpiling program is a temporary one, which may come to an end later this year. In Mr. Collyer's talk before the Oil Industry TBA convention earlier this month he pointed out that the high rate of government stockpiling, plus the fact that foreign countries (including those to whom we are giving financial and military assistance) are using nothing but natural rubber, have combined to force natural crude prices to their present heights.

Assuming we side-step a major war, and the stockpiling of natural rubber comes to an end, we may enter a period when there will be plenty of tires coming on to the market, once more composed of a high percentage of natural rubber, at prices which may be declining because the pressure will be off crude rubber prices. No oil man will then want to be embarrassed with a bulging inventory of synthetic tires bought at high prices.

Against these long range possibilities, which always seem to remote in the midst of a shortage period, must be balanced the fact that tire demand this spring and summer should be strong. It will be a race for the oil industry to get its warehouses and service stations adequately stocked in time to meet this demand. Efforts to expand TBA merchandising through oil channels are cumulative, and the sales each season reflect the missionary work done in previous seasons. Oil jobbers and service station dealers are now full of enthusiasm and confidence. They are all set to do a big tire business.

In such circumstances, if the tires are available, oil marketers will be inclined to stock up, in the hope that the heavy driving season will move most of their tire stocks before any break in the market comes.

Shopping Through Car Window

Esso dealers in metropolitan New York, where parking space is hard to find, are using "car shopping order blanks" to sell motorists TBA. The cards, in which a pencil is inserted, are handed to customers as they drive in for gasoline. Listed on the card are four categories of items.

The motorist has only to check off the item or items he wants, and they are delivered to him while his car is being serviced at the island. Motorists in this way can shop without leaving their cars, and without the trial of finding parking space.

The four categories appear under headings: "For the Home; For Safety; For the Car; and For Happy Motoring." Six or seven items (with prices) are shown under each heading. Included are tires, wiper blades, lighter fluid, car polish, etc.

Tire Traction Tests

American Automobile Assn. has issued a bulletin to its contract garages and service stations, reporting on its own independent tests of various kinds of winterized tires. Three groups of tires were tested:

1. Treads with embedded materials or with so-called "lacerations" of the tread, intended to improve the grip on hard, slippery surfaces.
2. Mud-snow treads.
3. A combination of the first two, in which mud-snow treads have been given a winterizing treatment.

Results of 1,800 runs, testing 22 different tire designs, showed that in general tires in all three groups are better than conventional tires, but do

Good Business

1. WHEN YOU CHECK THE OIL

2 Always check the oil filter

Sure it's good business! Whenever a motorist stops for oil—or asks for an oil check—your dealers have a wide-open opportunity to sell him a Purolator* Micronic refill, too.

> **In fact, according to a recent, nation-wide survey . . . 9 out of 10 motorists bought when the purchase of a Purolator Micronic* Oil Filter refill was suggested . . .**

And why not? If the refill is dirty, loaded with sludge and grit, usually all that's necessary to make a sale is to point out the harm—the expensive repair bills—that may ensue *unless a new Purolator Micronic refill is installed at once.*

Why a Purolator? Simply because it is the best advertised; and the best engineered. It takes out particles so tiny they're measured in microns (.000039"); it gives up to 10 times the filtering area. And, finally, because Purolator *leaves in* important additives other filters *take out.*

So push Purolator . . . see that stations tie-in . . . Make sure that they stock to sell *all* the cars that call.

> **And—remember—Purolators help sell oil, too. With each new filter unit . . . a quart of fresh oil must be added.**

*Reg. U.S. Pat. Off.

PUROLATOR
MICRONIC OIL FILTER

PUROLATOR PRODUCTS, INC., Rahway, New Jersey and Toronto, Ontario, Canada

To You and Yours...

The Merriest Christmas Ever

FROM EVERYONE AT

MILWAUKEE VALVE CO.

AND OUR NEARBY MILVACO REPRESENTATIVE

C. S. BIGELOW
903 Fair Oaks Ave.
SOUTH PASADENA, CALIF.

R. D. BITZER CO.
4000 N. 9th St.
PHILADELPHIA 40, PA.

EDGAR M. BLOTT
2351 W. Chicago Ave.
CHICAGO 22, ILL.

WM. G. BOALES & ASSOC.
1150 W. Baltimore Ave.
DETROIT, MICHIGAN

E. F. BOLLINGER
21 Manufac. Exch. Bldg.
210 W. 8th St.
KANSAS CITY 6, MO.

JAMES J. BONGA
230 N. Canal St.
CHICAGO, ILL.

JOHN BROWN LTD. CORP.
606 W. Wisconsin Ave.
MILWAUKEE 3, WIS.
(Export Only)

M. T. COLLSON
P. O. Box 659
GREENSBORO, N. C.

F. M. CONELY
Waterworks Equipment Co.
149 W. Second South St.
SALT LAKE CITY, UTAH

JOHN T. DOHERTY
420 Smith Tower
SEATTLE 4, WASH.

W. F. DOOLEY
131 State St.
Suite 610
BOSTON 9, MASS.

R. H. EGGELHOF
P. O. Box 6009
5402 Broadway
INDIANAPOLIS 20, IND.

F. O. GLAS
724 E. Mason St.
MILWAUKEE 2, WIS.

THOS. P. GROARK
2864 Dexter St.
DENVER, COLO.

A. E. HINDS
509-510 Hammond Bldg.
Albert St.
WINNIPEG, MANITOBA, CAN.

W. C. HUMMELBAUGH
921 N. Peak St.
DALLAS 4, TEXAS

523 Iberville St.
NEW ORLEANS, LA.

Room 932
M & M Building
HOUSTON, TEXAS

GALE M. JANES
526 Builders Exch. Bldg.
PORTLAND 4, OREGON

M. F. JORDAN
Box 35, Baxter Ave. Sta.
LOUISVILLE 4, KY.

MANUFACTURERS PROMOTIONAL SERVICE INC.
101 Park Ave.
NEW YORK, N. Y.

H. N. OSWALD
Baden Equip. & Constr. Co.
3303 Goodfellow Ave.
ST. LOUIS 20, MO.

JOHN S. PAGE
661 Woodmont Ave.
BERKELEY, CALIF.

B. G. PETERSON CO.
408 S. 19th St.
OMAHA, NEBR.

4517 Boulevard Place
DES MOINES, IOWA

SIOUX CITY, IOWA

R. W. RASSBACH
7706 - 14th St., N. W.
WASHINGTON 12, D. C.

MICHAEL STUART CO. LTD.
116 Bloor St., West
TORONTO, ONT., CANADA

TANSEY & SEIGEL
1013 Penn Ave.
Room 311
PITTSBURGH 22, PA.

A. L. TENSER
Pump & Tank Co., Inc.
3110 N. Boulevard
RICHMOND 20, VA.

C. E. RED WEAVER
R. R. 4, Box 108
HAMILTON, OHIO

MILVACO

MILWAUKEE VALVE CO. • MILWAUKEE 7, WISC.

not permit less care when driving on slippery surfaces. For example, stopping distance on glare ice of the best specialized tires is still about eight times the stopping distance on dry concrete.

Treads with embedded materials offer up to 10% advantage over conventional natural rubber tires. This group offers somewhat greater advantage on ice than on snow, as do the lacerated treads, which give about 20% improvement in stopping ability.

Mud-snow treads show an average improvement of 20% to 30% on loosely packed snow or rough ice. They are of little benefit on glare ice.

Tires which combine a mud-snow tread with a winterizing process show an average improvement of about 25% over conventional tires under all "winter" conditions.

Some tests with tire chains showed an improvement in stopping ability over conventional tires of 46%, and in traction ability of 475%.

Tire Output Jump

Production of passenger tires increased during October by 10.5%, according to a Rubber Manufacturers Assn. report, and just about balanced shipments. Shipments of passenger tires were up 5.2% from September. Original equipment tires were down slightly leaving all of the increase for the replacement market.

Oil Filter Sales Hike

Sales of oil filters and replacement cartridges jumped about one third during the past year according to Carlos D. Kelly, vice president in charge of sales, Purolator Products, Inc., Rahway, N. J. He estimates the oil filter industry hit an all time high sales volume of more than $60 million.

Contrasting this one-third increase with an estimated 8.5% rise in total motor vehicles on the road, Mr. Kelly feels that the leading manufacturers of oil filters and refills have made some progress in educating the public on the value of an oil filter and on periodic changes of the filter element. He attributes the sales record to the industry's aggressive advertising efforts.

There is no reason why the filter business should not enjoy a 20% increase in the year ahead, in Mr. Kelly's opinion, if materials are available. He calls attention to the fact that oil filters can prolong the life of cars, thus conserving both vital materials and labor.

The filter industry, in addition to its educational advertising directed to car owners, is also trying to educate service station operators, car dealers and repair shops on the opportunities for profits to themselves, which they can easily enjoy by consistently

checking the oil filter every time a car owner has an oil change.

Surveys made during the past year show that while only one out of every four owners of filter-equipped cars remembers ever having had a suggestion for a replacement from a dealer, of those who did receive such a suggestion, nine out of ten immediately purchased a new filter. Mr. Kelly suggests continued efforts to popularize the slogan, "When you change the oil, check the filter."

Rubber Preservative

A new liquid lubricant for tires is on the market, intended to be applied with a brush to the inside of a tire before installing the tube and also to the wheel rim, before mounting the tire. Manufacturer claims that it is an inorganic compound, with penetrating action, said to reduce heat, retard drying, checking and hardening.

New Appointment

Seiberling has a new assistant advertising and merchandising manager, **John J. Walbeck**, who came with the company in 1946 after four years with Goodyear. He replaces **John H. Fogarty**, who has gone to the Buffalo office of the Batten, Barton, Durstine & Osborn advertising agency.

Jobber TBA Truck Van

Terminal Petroleum Corp., Cities Service jobber of Buffalo, N. Y., has put into service a large van-type truck for delivery of TBA merchandise and packaged lubricants. Aside from the speed-up in delivery service afforded by the addition of the special truck, the company is most pleased with the advertising value of the big billboard sides and rear.

The 6-ft. high truck walls are prominently lettered with the Cities Service name and trade mark, and copy advertising lubricants and accessories, while the truck doors carry the name of the jobber.

For Battery Display

Exide is offering its dealers a new 6-battery display stand, cream colored with red and black lettering, size, 51-in. high; 24-in. wide; and 16½-in. deep.

Tire Size Conversion Table

Standard of Ohio recently reprinted in its dealer house organ a brief table of conversion tire sizes. About ten popular conventional tire sizes are listed, with proper ELP replacement tire sizes, and maximum carrying capacity for both types. In addition, corresponding oversize conventional replacements for ELP tires are shown, for reference in case a shortage of ELP tires might make it necessary to substitute oversize conventionals. For example substitutes for the 6.00x16 tire can be either a 6.70x16 ELP, or a 6.50x16.

Speech Must Go On

The "big snow" of late November that tied up transportation in the eastern half of the country, did not prevent delivery of a speech by **Joseph A. Hoban**, Goodrich's general manager of tire merchandising at the Tennessee Oil Men's Assn. meeting in Memphis (see NPN Dec. 6, p. 32)—even though Mr. Hoban himself couldn't make the trip from Akron to Memphis.

Finding his plane snowbound in Akron, Mr. Hoban telephoned his speech to Goodrich's Memphis district manager, **Jay Harton**, who read it at the meeting.

new *Cristy* **DRYGAS**

GASOLINE FILTER BOWL

CLEANS CARBURETOR WHILE DRIVING

AN EXCLUSIVE CRISTY FAST-SELLING ITEM THAT BRINGS CUSTOMERS BACK FOR MORE!

Fair Trade List Price **$1.25** (Complete with Instructions)

Just replace conventional 2-ounce glass bowl with Cristy DRYGAS Filter Bowl filled with ½ can of Cristy DRYGAS. Add remaining Cristy DRYGAS to gas tank. (Time required: 2 minutes) *Thorough* carburetor cleaning starts when engine starts.

Cristy DRYGAS eliminates the water and gasoline gums that cause hard starting, engine sputtering, missing, stalling, troubles often blamed on other engine parts.

Cristy DRYGAS Fair Trade List Price 75c

No other method of carburetor cleaning can compare for

SPEED SAFETY
ECONOMY SATISFACTION

GUARANTEED

The sensational new "Cristy DRYGAS Complete Carburetor Cleaning Service" offers new benefits to all your customers . . . a new source of profit to you. Write for complete information.

CRISTY CHEMICAL CORPORATION
WORCESTER 4, MASS., U.S.A.
Warehouse Stocks Available

COMPANY GROUP—Many Cities Service men attended the Oil Industry TBA convention. Left to right: E. L. Stauffacher, vice president and general manager, Cities Service Oil Co., (Del.), Chicago; G. W. Poore, Petroleum Advisors, Inc., New York; C. A. Willis, general sales manager, and Arthur N. Haenggi, TBA sales manager, both of Cities Service Oil Co. (Del.), Chicago; F. J. Petura, purchasing agent, Petroleum Advisers, Inc., New York; B. J. Farwig, assistant general sales manager, and Charles Self, regional manager, both of Cities Service Oil Co. (Del.) Chicago; T. H. De Bow, advertising manager, Petroleum Advisers, Inc. New York

KEYNOTER GETS ACQUAINTED—Left to right, Gen. Baird H. Markham, director, American Petroleum Industries Committee, New York, and lead off speaker at the TBA convention, is introduced to a TBA manufacturer, E. M. Slonaker, center, Willard Storage Battery Co., by F. M. Rider, Lion Oil Co., El Dorado, Ark.

SUPPLIER AMONG FRIENDS—Left to right, Sumner Howard, AC Spark Plug Co., Flint, Mich.; tells a story to oil men L. J. Newgaard, Skelly Oil Co.; Don P. Wigman, Pure Oil Co.; Marshall S. Pease, Tide Water Associated Oil Co., San Francisco; and Dan A. Breen, Skelly Oil Co., Kansas City

CANADIANS SURROUNDED—Both oil TBA men and TBA suppliers welcome two of the unusually numerous delegation from Canada. Here are, left to right: Tom H. Reed, Black Eagle Oil Co., Milwaukee; F. L. Austin, Humble Oil Co., Odessa, Tex.; P. J. Florence, Humble Oil Co., San Antonio, Tex.; A. G. Rees, and George T. Stephenson, Imperial Oil Co., Ltd., Toronto; Frank Paeske, Westinghouse Electric & Mfg., Bloomfield, N. J.; and G. V. Schupp, western manager, The Anderson Co., Los Angeles, Calif.

NEWCOMER GETS WELCOME—A. C. Scott, (left) Standard Steel Works, Kansas City, stopped in to look over the TBA convention at Chicago, Dec. 4-5. Answering his questions are, center, A. D. Strouse, Ohio Oil Co., Findlay, Ohio; and, right, C. F. Niessen, Mid-Continent Petroleum Corp., Tulsa

GREETING ANOTHER NEWCOMER—Left to right, are Harold L. Danziger, Hollingshead Corp.; F. A. Pfeffer, Lion Oil Co., El Dorado, Ark.; and John Gray, Graygar, Inc., welcoming F. J. McCabe, Carter Oil Co., Denver, to his first TBA convention

AFTER-HOURS DISCUSSION—Exchange of opinions at the close of first day's sessions of the TBA convention, between, left to right: Harry R. Schuttler, Standard Stations, Inc., San Francisco; A. N. Guy, U. S. Rubber Co., New York; L. B. Veeder, Shell Oil, Nutley, N. J.

NORTH AND SOUTH MEET—Left to right: Joe C. Rollins, assistant sales manager, Pan-Am Southern Corp., New Orleans, looks over program at the TBA convention with Jack Donley, Aetna Oil Co., Louisville; Marion A. Powers, Kelly-Springfield, Cumberland, Md.; and Reg Dale, Purolator Products (Canada) Ltd., Toronto, one of about 50 delegates from Canada

SUPPLIERS COMMITTEE—Mel Piehl, left, of Alemite, who took a lot of pictures at the TBA convention, is shown here lining up the 3-man suppliers' committee for a shot. The committee are, left to right, Walter Anderson, Globe-Union, Inc.; Jim Lightburn, Purolator Products Co.; and Bill Green, B. F. Goodrich Co.

TBA Convention

The annual Oil Industry TBA Convention this year strained the facilities of the Edgewater Beach hotel in Chicago. Each year more people want to participate in these joint meetings of oil marketing men and TBA manufacturers. Attendance is about equally divided between both groups.

It was estimated that during the brief two-day convention, a total of over 500 men took part in some one of the convention activities. Especially noticeable was the fact that about 40 visitors were on hand representing both Canadian oil marketers and TBA suppliers; and for the first time a TBA man from every major oil company on the West Coast was on hand.

To get the most out of your

TBA

start with the right

T

SURE-STOP PASSENGER | SUPER FLEX PASSENGER | SAFE TRAC PASSENGER | TRUC TRAC TRUCK | COMMERCIAL HEAVY TREAD TRUCK | GRIP TRAC TRUCK

Top-Quality tires with high public acceptance are easier to sell . . . build bigger profits!

You'll get a lot more out of your TBA—more customers, more sales, more profits—when the "T" stands for Tires by Kelly! For Kelly gives you all the tools you need to build a stronger, sounder, more profitable business:

- A full line of top-quality products at a buying price that permits you to be fully competitive. And you can sell Kellys at top prevailing prices—thus protecting your profit margins!
- A name and a reputation for quality established and maintained for over 56 years!
- A *complete* line of tires—all completely new in design, appearance and performance! Motorists, truckers, farmers—they're *all* your customers!
- The full benefit of national advertising in consumer and farm publications—backed by a strong line of sales promotion and merchandising aids!
- Convenient warehouse stocks that enable you to operate with a minimum inventory!

WRITE FOR FULL DETAILS TODAY!
The Kelly-Springfield Tire Company, Cumberland 3, Maryland

It's Good Business to Sell

KELLY *Springfield* **TIRES**

Proved and Improved for 56 Years!

ABOUT OIL PEOPLE

Young Jobber

Gordon P. Cundiff, 35, is president of the Cundiff Oil Co., Bellmawr, N. J., which was organized and is now operated by Gordon, and his two brothers, **Ronald** and **Paul**.

The three brothers borrowed money and started their jobbing business in January of 1946. They built, almost entirely by themselves, a combination service station and 37,000-gal. underground storage bulk plant. They have since added an office and a small warehouse, and now carry a complete line of TBA.

Cundiff Oil's gasoline gallonage amounted to 2,500,000 gals. last year, and fuel oil and kerosine gallonage was around 1,500,000 gals.

The company markets California Oil products through 28 stations.

The young president has this to say about his jobbing business. "We are finding ourselves in an evolution in the petroleum business. It is becoming more apparent every day that the small two-pump station is disappearing. Although we still sign on contract a small station, we keep our investment at a minimum, and usually the operator purchases his own equipment either on a gallonage basis or cash outright. Another problem we have is credit to our heating oil customers, of which we have about 400. Major oil companies can well afford a 30-day credit term but to us with limited capital, we have a struggle to carry the load."

Before World War II, Gordon worked as a truck driver and salesman for Shell, while his brother Ronald worked for Continental Oil Co., and Paul was with Crucible Steel & Casting Co.

Gordon entered the Army in 1941 and was discharged as a captain in 1946. He fought with the 3rd Infantry division through Italy, France, Germany, and Austria, and was awarded the Bronze Star.

Ronald entered the Army in 1941 and fought with the 1st Infantry division in France and Germany. He was wounded in Germany in 1945, and discharged.

Paul enlisted in 1942 as a naval cadet. He received his commission as an ensign in 1944, and was stationed in Florida with a dive bombing squadron. He was discharged in 1945.

Gordon was married in 1947 to a former Army Nurse, who as a 1st lieutenant, made 13 Atlantic crossings aboard the hospital ship Chateau Thierry. The couple has two children.

Ronald and Paul also are married, and each is the father of two children.

Sam H. Casey has been appointed assistant to **R. J. Diwoky**, executive vice president of Pan-Am Southern.

John E. Brewster is now assistant manager of crude oil purchasing for Pan-Am Southern, and will assume the duties formerly handled by Mr. Casey.

* * *

L. W. Cameron, manager of Indiana Standard's Milwaukee, Wis., sales division, will retire Jan. 1.

Mr. Cameron will be succeeded by **H. J. Kaufman**, manager at Huron, S. D.

Succeeding Mr. Kaufman will be **M. I. Hector**, manager of consumer sales at Indiana Standard's general office at Chicago.

H. E. Prunty, assistant manager at Detroit, Mich., will succeed Mr. Hector.

Other appointments at Indiana Standard:

A. K. Smith, assistant manager at Denver, Colo., will become assistant manager at Detroit, Mich.

D. H. Lewis, assistant manager at Chicago, will become assistant manager at Denver; **R. L. Coates**, assistant manager at Milwaukee, will become assistant manager at Chicago; and **W. O. Hunter**, sales manager at the general office in Chicago, will succeed Mr. Coates as assistant manager at Milwaukee.

* * *

George F. Getty II was elected assistant secretary and treasurer of Pacific Western Corp. He has been manager of company operations in the Saudi Arabia-Kuwait neutral zone and in the Middle East.

* * *

Mr. Boehm

A. Bruce Boehm is the new assistant general sales manager of Enjay Co., Esso Standard's chemical products marketing affiliate.

Mr. Boehm has been engaged in Esso lubricant marketing activities for 30 years. He joined the company in 1921, after graduating from Cornell University, and has served in different phases of the lubrication field. He later joined Standard Oil Development and Stanco Distributors as a chemical products sales representative.

Prior to his recent promotion, Mr. Boehm was manager of Esso's Paramins division.

Mr. Boehm will be succeeded by **Sidney W. Fay**. Mr. Fay has been with Esso since 1920, serving in the field of fuel oil and lubricants marketing. He joined Enjay in 1945 as district manager of the eastern division of Paramins sales.

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This Week Continental Oil Company Salutes . . .

Andy Bugaieski
Bugaieski Oil Company
Christopher, Illinois

ANDY BUGAIESKI began his business career at a salary of one and a half cents a day.

Born in Warsaw, Andy was forced to go to work when he was left an orphan at the age of 10. His first job was as a farmer's helper, for an annual wage of $5.50.

At the age of 19, Andy came to America. For several years he worked in the coal mines near Pittsburgh, then moved his family to the coal fields of Southern Illinois, settling in Christopher.

As his family grew, Andy was filled with a restlessness . . . an urge to better his condition, so that he could give his children the things he had missed. He wanted a business he could build—for himself and his family.

For a start, he opened a small grocery in Buckner, Illinois, serving his friends from the mines. To round out his service, he installed two gasoline pumps in front of the store.

Andy operated the grocery for 12 years. And when the time came, he was able to buy a garage to set up his eldest son in business.

Then, in 1932, he found that a small bulk plant was available in Christopher. Andy bought the plant and tried for four years to develop the kind of business he wanted. But he found that he was heavily restricted because he was trying to sell a little-known product. He started looking around for a nationally-advertised brand.

He found several suppliers eager to give him service. But after looking them all over, he settled on Continental Oil Company.

Andy has been jobbing Continental Products for 14 years. His business has never stopped growing. The national advertising of Conoco Products . . . in magazines, farm papers, newspapers and on billboards, radio and now television . . . has brought new customers every year. Continental's helpful, experienced marketing experts have been available whenever he wanted to call on them. The famous Conoco Touraide has sent many tourists looking for his stations. And last year, his business took a decided jump after the introduction of Conoco Super Motor Oil.

Under the Conoco Red Triangle, Andy Bugaieski has developed a small service station business into a fine jobbing company, operating five of its own stations and servicing 20 others.

Andy has always given his own personal attention to the business. Even today, at 67, he checks in every transport . . . and every afternoon at four can be found going over the invoices and receipts. But he is being helped more and more by his youngest son, Tony, who now acts as secretary-treasurer of the company, and is gradually taking over management of the business.

Andy Bugaieski's life is the story of America. Leaving the poverty of Europe, he came here . . . to find freedom and the chance to build the kind of life he wanted. What better proof can there be of the fundamental rightness of this way of life than the fact that Mr. Bugaieski has been able to set up every one of his six sons and sons-in-law in business for themselves! This, by a man who started out life at an annual wage of $5.50!

Continental Oil Company is proud to have had a part in establishing this fine record. We're happy to salute Andy Bugaieski . . . and the thousands and thousands of other independent jobbers in America, every one of them the embodiment of a kind of life found nowhere else in the world.

And we'd like more jobbers like Mr. Bugaieski. We believe that, right now, there is a fine opportunity for many independent jobbers to build more business by selling Conoco Products. If you are interested in a jobbing contract with Continental, why not write to the Continental Oil Company office nearest you, or to Ponca City, Oklahoma? If you are not within reach of Continental's gasoline supply, we would be happy to give you information about the possibilities of increasing your profits by selling the spectacular new Conoco Super Motor Oil in any of the 48 States.

Advertisement

J. W. Pegg and **T. W. Evans** have been appointed vice presidents of Shell Development Co.

Mr. Pegg joined Shell in 1937 as an attorney. In 1945, he was made executive assistant to the vice president in charge of marketing. He became manager of Shell's St. Louis marketing division in 1948 and in 1949 he became manager of Shell Development's New York office.

Dr. Evans is director of research at Shell's Emeryville laboratories. He joined the company in 1930.

* * *

C. A. Shelton, Gulf distributor in Siler City, N. C., is a director of the Chamber of Commerce, a member of the Shriners, and a past president of the Rotary club, and National Affairs. He has been a superintendent of the Methodist church school for 15 years.

Mr. Shelton started his business in 1927.

WINTER VACATIONS AT HAWAII are being enjoyed by, left to right, Russel S. Williams, president of Gaseteria, Inc., Indianapolis; Mrs. Williams; Mrs. Deer; and Paul Deer, president of Bonded Oil Co., Springfield, Ohio

COMING MEETINGS

JANUARY

South Carolina Oil Jobbers Assn., annual meeting, Columbia Hotel, Columbia, S. C., Jan. 4.
Kansas Oil Men's Assn., Lassen Hotel, Wichita, Kansas, Jan. 8-9.
Society of Automotive Engineers, annual meeting, Hotel Book Cadillac, Detroit, Jan. 8-12.
North Carolina Oil Jobbers Assn., annual meeting, Raleigh, N. C., Jan. 17.
Georgia Independent Oilmen's Assn., Hotel Dempsey, Macon, Ga., Jan. 18.
Florida Independent Petroleum Marketers Assn., annual meeting, Seminole Hotel, Jacksonville, Jan. 19.
Northwest Petroleum Assn., Hotel Nicollet, Minneapolis, Minn., Jan. 25-26.

FEBRUARY

National Council of Private Motor Truck Owners, Inc., Hotel Statler, Washington, Feb. 1-2.
Missouri Petroleum Assn., convention and trade exhibit, Hotel President, Kansas City, Mo., Feb. 5-7.
Kentucky Petroleum Marketers Assn., annual meeting, trade show and convention, Hotel Brown, Louisville, Feb. 20-21.
Iowa Independent Oil Jobbers Assn., Inc., Hotel Fort Des Moines, Des Moines, Feb. 21-22.
Wisconsin Petroleum Assn., 25th anniversary convention, exhibits, Hotel Schroeder & Milwaukee auditorium, Milwaukee, Feb. 27-28.

MARCH

National Oil Jobbers Council, spring meeting, Shamrock Hotel, Houston, March 7-8.
American Petroleum Institute, Division of Production, Southwestern District, spring meeting, Hotel Beaumont, Beaumont, Tex., March 7-9.
Indiana Independent Petroleum Association, Inc., Hotel Severin, Indianapolis, March 8-9.
Texas Oil Jobbers Assn., spring convention and refiners & suppliers exhibit, Shamrock Hotel, Houston, March 9-10.
Illinois Petroleum Marketers Assn., Sherman Hotel, Chicago, March 13-15.
Ohio Petroleum Marketers Assn., annual meeting and marketing exposition, Deshler-Wallick Hotel, Columbus, Ohio, March 20-22.
American Petroleum Institute, Division of Production, Mid-Continent District, Herring Hotel, Amarillo, Tex., March 21-23.

APRIL

Western Petroleum Refiners Assn., annual meeting, Plaza Hotel, San Antonio, Tex., April 2-4.
American Petroleum Institute, Division of Production, Eastern District, Deshler-Wallick Hotel, Columbus, Ohio, April 3-5.
Michigan Petroleum Assn., Detroit-Leland Hotel, Detroit, April 10-11.
Indiana Independent Petroleum Assn., Inc., spring convention, Oliver Hotel, South Bend, Ind., April 11-12.

F. B. Plank has been elected a director, vice president and secretary of Cities Service Oil of Delaware and Cities Service Pipe Line Co. Mr. Plank will succeed **C. E. Murray,** who will retire the first of the year, after nearly 50 years with the company.

M. A. Wilson has been elected comptroller of Cities Service Oil of Delaware and Cities Service Pipe Line Co. Mr. Wilson is also assistant secretary of these companies.

* * *

Louis W. Storms, Jr., is the new president of Pantepec Oil Co., C. A., and its affiliate, Pancoastal Oil Co., C. A. Mr. Storms succeeds **F. H. Bailly.** Mr. Bailly is also president of International Petroleum Consultants, Ltd., of Pasadena, Calif.

Mr. Storms, formerly associated with Standard of New Jersey affiliates, will have headquarters in Caracas, Venezuela.

* * *

Benjamin C. Price, Swan-Finch Oil Corp., has been elected president of the New Jersey Oil Trades Assn. **Arthur Phillips,** National Oil & Supply Co., was made vice president; **Reynolds C. Buckley,** Hartol Petroleum, was made secretary-treasurer; and **Robert W. Valter,** Tide Water, will serve as the association's national counsellor.

* * *

A. W. Fry, vice president and general traffic manager of National Oil Transport Corp., New York City, has been named head of the Emergency Shuttle Barge Corp., a non-profit Illinois firm organized for the movement of petroleum products from the emergency pipe line at Brandon Roads (Joliet) lock on the Illinois Waterway to the Chicago area. The lock will be shut down for repairs for six weeks, starting Jan. 15.

Clarence Baumgardner, Socony-Vacuum, Chicago, is secretary of the shuttle barge organization, and **Paul Ogle,** Arrow Petroleum Co., Chicago, is treasurer.

* * *

Calvin Houghland, Direct Oil Co., Nashville, Tenn., has been re-elected chairman of the Tennessee OIIC.

E. M. Jolly, Esso Standard, Memphis, **John D. Sheehy,** Pan-Am Southern, Memphis, and **O. R. Jones,** Gulf Refining, Nashville, were elected vice chairmen, of the Tennessee OIIC.

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A. A. Stambaugh

Samuel H. Elliott

Alfred E. Wolf

A. A. Stambaugh Elected Sohio's Board Chairman

Three new appointments have been made at Standard Oil Co. (Ohio): A. A. Stambaugh is now chairman of the board; Samuel H. Elliott is vice president in charge of sales; and Alfred E. Wolf, has been elected to the board of directors. Clyde T. Foster continues as president and chief executive officer.

Senior vice president of Sohio since January, 1950, Armstrong A. Stambaugh first joined the company in 1928 as director of industrial relations. Prior to that time he was associated with the firm of Holliday, Grossman & McAfee, which was then legal counsel for Standard.

He was promoted to sales manager for Sohio in 1929, and was made a director and vice president of the company in 1933.

Mr. Stambaugh was born in Germantown, Pa., and received his education at Ohio Northern University, of which he is a trustee, and Harvard.

Mr. Elliott joined Standard Oil in 1929, and became successively, purchasing agent, manager of transportation, and vice president in charge of transportation. He was made a director of the company in 1949, and general sales manager in 1950.

Mr. Elliott was born in Lawrence, Kans., and graduated from the University of Kansas and received his master's degree from the Harvard School of Business Administration.

Mr. Wolf, Sohio's vice president in charge of finance, and secretary, was in charge of financial research for F. S. Moseley Co., investment bankers, for 11 years, before joining Sohio in 1941.

A month after joining the company, Mr. Wolf was called to the Navy, and served from 1941 until 1946 in anti-submarine warfare. He was discharged as a lieutenant commander, and returned to Sohio as assistant to the president. He was made a vice president in 1948.

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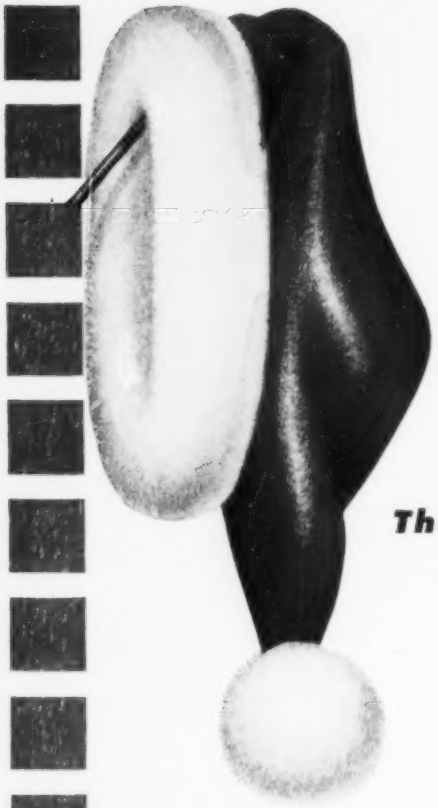

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